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# THE Publishers' Weekly

*The American* BOOK TRADE JOURNAL

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary

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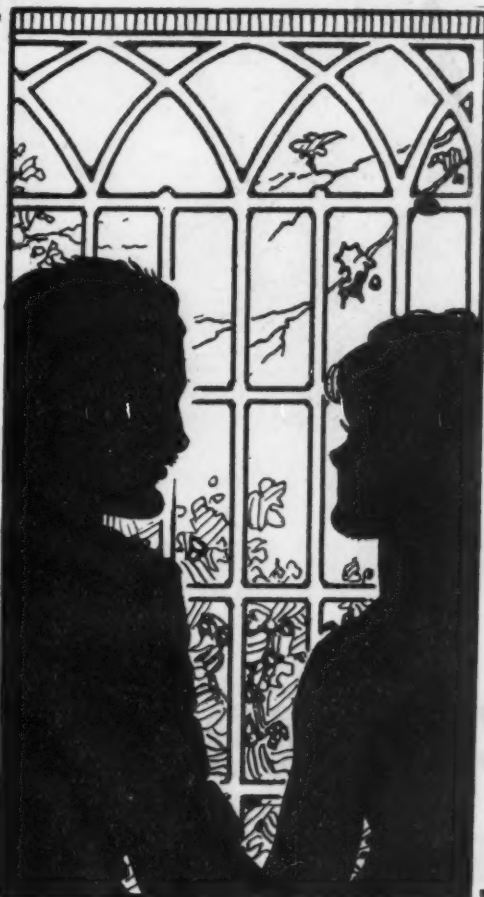
VOL. XCVII.

NEW YORK, APRIL 3, 1920.

No. 14

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A novel in which the pervasive sense sweeping the world to-day that the dead may not be dead, is transmuted into a masterpiece of fiction.



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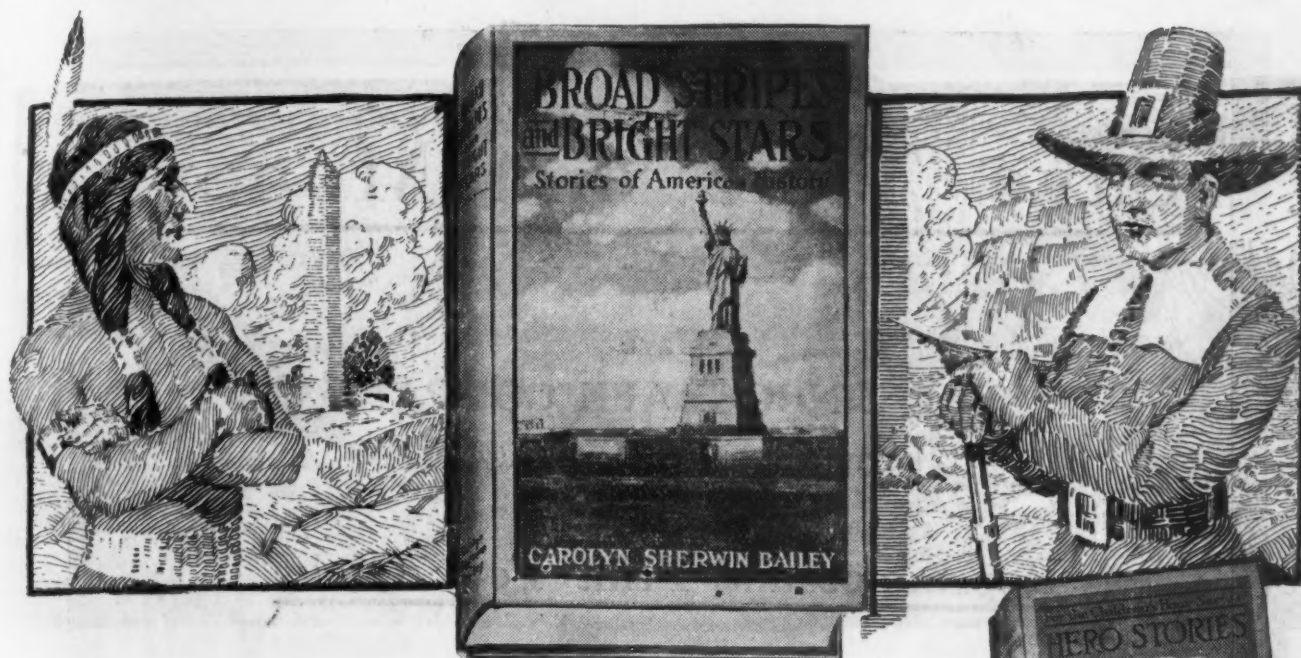
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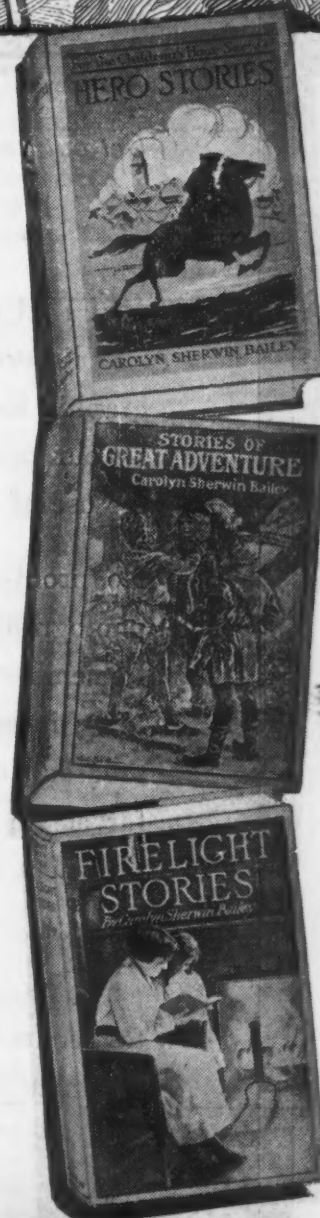
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A 16 pp. supplement to the May number of BOOKS OF THE MONTH. A selected list of titles covering the best books on sports, games, nature study, gardening, motoring, etc.

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A handy envelope enclosure to be used with BOOKS OF THE MONTH—of such weight as to be mailable at two cents with letter, bill or statement.

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Here is an attractive, comprehensive combination of seasonable books, that will boost business.

OUR OFFER					
Books of the Month and Books of the Out-of-Doors May, 1920 with your imprint on "Books of the Month"	100	copies	of	both	booklets \$3.00
	200	"	"	"	4.00
	300	"	"	"	5.00
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Please seat me if possible at table with \_\_\_\_\_

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Tickets are \$6.00 each. They will not be issued unless paid for in advance.  
Seats will be assigned in order of application. No admission without tickets.  
Make checks payable to JOSEPH W. LIPPINCOTT, Treasurer.



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Philippe Bunau-Varilla, the engineer of the French Panama Canal Company organized the Panama revolution, signed the Hay-Bunau-Varilla treaty between Panama and the United States, and finally was wounded in defense of his country at Verdun.

There never was a more romantic story than his of *the Great Adventure of Panama and its connection with the Great War*—of the trail of the Kaiser's government in the Caribbean—of starting a Revolution from the Waldorf-Astoria—of his relations with Roosevelt, Hay and the final happy ending of one of the great dramas of history. *Net, \$1.75.*

Watch the newspaper advertising of this book.  
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**The Publishers' Weekly**

FOUNDED BY F. LEYPOLDT

April 3, 1920

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

**Full Page Book Advertising**

WHEN a person says in snap judgment that there is little book advertising, he is usually hitting beside the mark, because those who discuss this in the trade are often not taking note of the extraordinary amount of book advertising that is being done regularly in periodicals of national circulation, in the effort to interest people to build up their own libraries by direct order.

An examination of these large campaigns indicates that the book publishers who spend the most money spend it on items in which the "copy" has a cumulative value. For twenty years or more, for instance, there has been a steady campaign on Ridpath's "History of the World," and it would be difficult to guess the amount of sales that have come by this campaign. The three most active encyclopedias carry page after page, and Webster's Dictionary puts out excellent "copy" that appears in many mediums, while the Standard Dictionary keeps actively at its publicity.

It has been said that the *Review of Reviews* is the most successful medium for advertising books to be sold direct. An examination of a single issue shows the type of publication that publishers are finding it best to advertise at this time. There are eighteen pages of such advertising carried in a single issue. There is a two-page spread on Simond's "History of the World War," published by Doubleday, Page and distributed by the *Review of Reviews*. The Penn Publishing Company carries a two-page spread on its well-known handbooks, a form of publicity that it has adhered to for this series for several years. Eliot's "Five Foot Bookshelf" is still taking full-page space after many years of activity. This is literature of the most serious kind, and yet the success of such a set has been extraordinary. All three of the large encyclopedias have pages. The O. Henry set is still active with a full page, a set that has now been distributed to a total of three hundred

thousand sets, and not only have the mail orders reached that amount, but the "copy" has created a tremendously increased demand thru the channels of the bookstores.

Other novelists are still active in the current advertising, altho the *Review of Reviews* does not carry this material as do other mediums. There are to-day active campaigns on Mark Twain, Stevenson, Conan Doyle, Richard Harding Davis and Arthur B. Reeves. All of these carry expensive space with countrywide circulation.

The appeal of the business book is a very strong characteristic of the present book advertising. Appleton is now featuring fifteen volumes of its business library, which the bookstores can supply separately, as is well known; and in the same field the Ronald Press is carrying full-page publicity, taking up one title on its list after another. The correspondence schools are specializing heavily on this business appeal. The annual campaign for the "Little Nature Library" of Nelson Doubleday is again appearing, a campaign that has had several years of successful history; and Brann, the Iconoclast, is taking his place with the other full-page feature items.

All this continuous publicity indicates two things; first, that there must be cumulative power to advertising, in order to carry out long campaigns in this way, and secondly, that a large appetite for books is created by this continuous use of space that is only partly filled when some thousands "sign on the line." There must be a large interest that guides people to the bookstores and the libraries and helps towards the general health of the book-trade.

**Keeping Stock Records**

IT has always been a much debated question in the book-trade as to whether there was any system of keeping a continuous stock record for an average retail business that would not be too complicated and thus become a burden rather than a help. Many stores keep stock records of leading items, some keep marked catalogs, in which all of the orders are marked up, but few, probably, open individual card records for each book purchased and watch its coming and going. It would be well if there were some exchange of experience on this feature of a retailer's

experience, and the PUBLISHERS' WEEKLY would be glad to hear of anyone who has made successful use of the continuous stock record plan.

### *The Spirit of '76*

THE spirit of '76 can have no better example than in Major George Haven Putnam, who celebrated his 76th birthday on Friday, April 2, by putting in his usual full day's work. With the blood of Gen. Israel Putnam of Revolutionary fame in his veins, with his record of active service in the Civil War, culminating in his Libby Prison experiences, and with his splendid usefulness for the Allied cause in the world war thru his addresses both in England and America and his presidency of the American Rights League, he has a record for patriotism which few can match, while his publishing friends and his associates in many good causes know him as a hard worker, the promptest of correspondents, as remarkable for common-sense decisions as for vigorous effectiveness. No American can be more welcome in England than he, and when he occupies his desk in the London publishing house in May and June this year as usual, the only difficulty he confronts is that of explaining to our English brethren the position of his country regarding the Treaty and the League of Nations.

### *District Conferences*

THERE has been a good deal of discussion of the possibility of having an organization of booksellers in every state, and the plan has been put forward very earnestly this year. There has always been this handicap: that state boundaries do not always mark out the natural lines of common interest, and that some other method of grouping might be more practical. There has also been raised the question of over-organization and therefore a decrease in efficiency. The suggestion has now been put forward that, instead of state organizations, the system of regional conferences should be encouraged.

These conferences could be called, perhaps, semi-annually at some central point and with the encouragement and assistance of the American Booksellers' Association officers. Under such a plan, a conference for New England might be held in such a central point as Boston, a fall conference, to which all buy-

ers and store managers would be invited. The day would be given to the practical store problems of that area, with a sufficiently definite program laid out ahead so that all would come prepared, and the discussion could be kept within bounds. This conference need have no full organization or officers, and the chairman of the meeting could be appointed by the American Booksellers' Association, or by the Boston Booksellers' Association, and if it seemed best, one or two officers of the National Association might be asked to attend, to add their weight to the discussion.

In some such way, conferences might be held for eastern Pennsylvania and New Jersey, for northern New York, for the Middle-West, or the Northwest, for the Pacific Northwest and California, and for the South.

### *Booksellers Should Join this Contest*

The National Marine League and the American Library Association cordially invite national attention to a conspiracy against the mothers of the United States by reviving youthful interest in the romance-laden books of the sea.

"It is about time," they say, "that our young men came back to the seafaring professions. You can do the American Merchant Marine a good turn by helping to stimulate public thought along these lines."

"What are the best ten books of the Sea?" The National Marine League and the American Library Association want to know in time to announce a verdict by April 17 which will wind up the celebration of National Marine Week. The opinions of the literary critics will be respectfully hearkened to but those of the plain reading public will count for quite as much.

"We will never have a sturdy and permanently established American merchant marine," says an announcement by the National Marine League to-day, "until the people themselves become 'shipminded.' We must read books of the sea, talk the sea, absorb its romance, recite it in nursery rhymes and then perhaps, as a people we will take the necessary voting and financial interest in our merchant marine to make this country independent on the seas.

"Help to stimulate public discussion of the sea by sending your opinion of the best ten to the Sea Book Shelf, American Library Association, 24 West 39th Street, New York. The results of the voting will be used by the Library Association in the compilation of a nautical shelf *par excellence* for display at the National Marine Exposition, Grand Central Palace, April 12-17, where the Association's work of supplying books to all ships of the American Merchant Marine will be on exhibit."



## PUTTING A LOCAL ANGLE INTO THE BOOKSTORE'S ADVERTISING

By Frank H. Williams

What sort of books does the mayor of the town read? Are detective stories his favorite form of fiction? Or does he run to biography? What sort of books do the presidents of the local banks read for recreation? or what business books have they approved of?

Wouldn't the presentation of the answers to these questions in the bookstore's newspaper advertising greatly increase the sale of those particular books?

Of course! People are *always* interested in the doings and the tastes of other folks they know. They have a vast amount of local curiosity. To learn that the mayor of the city is especially keen for detective stories would tend to make everyone in the city discuss the matter and buy more books of that character. To learn that the president of one bank is reading everything that one author publishes, and that the president of another bank buys all the western novels as they are published, would be very interesting news to all the people in the town who would know the presidents by reputation and by sight if not personally. Then why cannot bookstores give a localized angle to their advertising by injecting some such news as this into advertising? It doesn't take much work to dig up interesting material. It only needs a short interview and a few questions. And there is seldom any objection raised by mayors or other politicians or bank presidents or any other business men seeking more publicity for their institutions, to the use of their names in connection with such advertising. To them the idea is that the more publicity they get the better it will be for themselves or for the business with which they are connected.

So it would seem as tho bookstores can very easily make their advertising much more effective by working out a local twist for the advertising, instead of simply repeating what professional book reviewers in other cities or upon metropolitan newspapers have said about certain volumes.

There is no doubt about the pull of the local news item. It is the local news which is the one best bet for all newspapers outside the big metropolitan papers in the largest cities. It is local news, local gossip, local doings which make people talk the longest and think the hardest. It is the local twist which makes the deepest sort of an impression upon people. Of course it takes more time and thought and trouble to inject a local twist into the bookstore's advertising. It means work in thinking up questions to ask people and it means work in interviewing people and in securing their consent to the use of their names. But it certainly pays.

Suppose that a bookstore in a middle western city is trying to sell still more copies of some such hypothetical book as "The Mysterious Hand." The store has been provided by the publishers with readymade advertise-

ments, electros, etc. Suppose that this advertising matter is simply the usual run of such stuff—it tells what the *New York Times* said about the book, what the *Chicago Tribune* and the *Boston Transcript* thought of it, and what a few more professional reviewers had to say regarding it.

But suppose that the proprietor of the bookstore decides to use only a minimum of this material and determines, instead, to make a heavy drive on the book thru the use of a localized twist, asking the publisher to bear half the cost of the space. He interviews a number of people about the proposition and finally puts into the newspapers an advertisement reading something like this:

"Our Congressman, Cyrus Turk, read 'The Mysterious Hand' the other night at one sitting. 'It's the first time in years that a book has so interested me as to keep me awake reading it until the milkman came around in the morning,' said Congressman Turk. Then he added, 'I'll tell anyone who wants an interesting, entertaining story that this is a corker.'"

"'The Mysterious Hand' will interest you just as intensely as it interested Congressman Turk. Come in and purchase YOUR copy now."

A testimonial like that from such a prominent man as the local Congressman would have the tendency to push the sales of that book about ten times as far as would the publication of a merely ordinary advertisement.

Or suppose that, as the result of some further work, the bookseller inserts an advertisement like this:

"More calls for 'The Mysterious Hand' now than for any other book of fiction in the Library," reports Miss Barnes, of the Jones Memorial Library.

"Local people have found that in this new novel is the sprightliest, most interesting entertainment of any recently published book. We have an extra supply of these books. Don't be annoyed by having to wait a long time for a turn at the book thru the Library. Come in now and purchase YOUR copy."

An advertisement of that character would have the tendency to make all the people of the city want to follow the crowd. It would make them feel that everyone was reading the novel and, consequently, they would feel a much greater urge to buy the book and do the same than they would feel without the local twist to the ad.

Or suppose that an intimate, personal glimpse of the store's routine is given in an advertisement reading something like this:

"At one time yesterday afternoon ten successive customers coming into our store asked for copies of 'The Mysterious Hand.'"

"That is one of the indications of the great interest being felt by local people in this extraordinary book."

"Have You read it yet?"

"If not, come into the store now and secure your copy before the present supply is exhausted."

Now it is not meant by these suggestions that the outside comments by professional reviewers regarding the book should be dispensed with entirely. Rather should the opinions of the professional reviewers—those reviewers whose word is generally accepted by the reading public as a good criterion to the quality of a book—be used to pave the way for the local aspect of the advertising. The outside opinions and comments can be used to establish the book in the mind of the public as being a worth while success. And the localized advertisement can be used to boost the sale of the book locally beyond the point it might otherwise reach. Of course such intensive localized advertising would fail of having the desired effect if the book was not worth such extraordinary attention.

During the time when there is no exceptional book to push, the bookseller can give a local twist to his advertising by using ads on this order:

"Mayor Davis says he enjoys reading detective stories more than any other sort of fiction."

"He's told us the names of his favorite stories. If you'll come in we'll be glad to show you the list. And if you, too, enjoy detective fiction you can secure any or all of the detective stories on the mayor's list at our store. Our stock of detective stories is particularly large and satisfactory."

Localized advertising of books is calculated to make people talk. And the more people talk about the book or books advertised the more the sales of the books will increase. And that is what the bookseller is especially interested in.

### *The March Dinner of the Booksellers' League*

The March Dinner of the Booksellers' League was held on Thursday evening, March 25th, at the Park Avenue Hotel. It was made the occasion for the annual business meeting and for the election of officers for the coming year. Mr. McKeechie, the secretary, read a summary of the League's 1919 achievements as printed in the PUBLISHERS' WEEKLY of March 27th. New York Booksellers are fortunate, indeed, to have an organization which gives them an opportunity to meet and know the men who are making the literature of their generation. Mr. McKeechie made a strong plea for new members, saying that every member ought to take it upon himself to bring in a new one during the next year. At the election of officers, Louis F. Keating manager of the book (and other) department (s) at Frederick Loeser's in Brooklyn was unanimously elected President succeeding R. E. Sherwood who retires with the thanks and appreciation of the members for his unselfish ef-

forts on behalf of the League. The following men were added to the Board of Managers: Charles A. Burkhardt, Theo. E. Schulte, Jos. F. Greene, Robert E. Sherwood, Frederic G. Melcher, Charles C. Shoemaker.

After the business meeting which occupied but very little time, Mr. Sherwood introduced in turn as his speakers of the evening, W. K. Henry Blackman Sell formerly editor of the Chicago *Daily News* book page and now editor of *Harper's Bazar*, George Palmer Putnam, grandson of the founder of the publishing house of that name and member of that firm, and Dr. Alessandro H. Carasso, official interpreter of the American Embassy during the Kerensky government. Mr. Sell acted in the rôle of prophet foretelling great prosperity for—authors!

Mr. Putnam then recounted his experiences in Poland. During the time he spent there, he was in close touch with the men at the head of the new government and, therefore, spoke with authority on this subject, generally so little known. Dr. Carasso was the next to speak and told of the terror and suffering in Russia under the present Bolshevik rule.

### *Book Imports Increase*

In the month of January, 1920, the United States exported \$2,334 worth of manufactured material that came grouped in the Government reports under the general heading of "Books, music, maps, engravings, etchings, photographs, and other printed matter." During that same month we imported \$633,751. If other classifications should show a similar ratio the matter of exchange would be straightened out very rapidly. These imports were three times those of January of a year ago.

In the seven months ending with January the totals were as follows:

	1918	1919	1920
Imports, free	\$1,320,537	\$1,212,907	\$2,622,138
"    dutiable	791,962	563,670	902,947
	\$2,112,499	\$1,776,577	\$3,525,085
Exports, total	.....	\$19,410	\$20,622

The *British and Colonial Printer and Stationer*, in a recent article called "Printers and the Law," discusses the printer's imprint. "The requirement of the imprint of the printer's name had," it says, "originally been imposed by the Act of 1799. As it stands, the requirement is of the printer's name and usual place of abode or business in legible characters 'upon any paper or book whatsoever, which shall be meant to be published or dispersed'—i. e., on the front of a paper printed on one side only or upon the first and last leaf of every paper or book of more than one leaf; the penalty upon the printer and upon 'every person who shall publish or disperse, or assist in publishing or dispersing' is not more than £5 per copy."



## MANUFACTURING DIFFICULTIES OF 1920\*

*Charles H. Seaver of the Macmillan Company*

One of the earliest recollections of many of us is a phenomenon that is as old as the race. It is the regret of older people at the passing of the good "old times," and the vain hope for the return of what they fondly regard as "normal conditions." We in turn, as we have grown older, face the constantly changing world around us and the necessity for constant adjustment with the same regret and the same vain hope. Normal conditions are never present conditions; they are past conditions viewed thru the rose-colored spectacles of memory, which magnify the pleasant and obscure the unpleasant.

So in facing the manufacturing difficulties of 1920, it is probably vain to hope for the return of normal conditions. The present difficulties are so great, and some of the causes of them are so plainly temporary, that we are justified in expecting some change for the better in the near future, especially if we make the necessary adjustments, but the more favorable conditions to which we thus look forward will certainly not be the old conditions restored. Better conditions may develop out of the present situation, but it is out of the present situation that they will develop, and we must continue to make adjustments to meet the changes that the past few years have brought. There would have been changes even if there had been no war, for the good old times are always passing.

Without attempting to catalog all the manufacturing difficulties, I will mention four that seem to be most perplexing. First is the shortage of paper. The demand for book paper has increased more than 25 per cent, I am informed, with no corresponding increase in the capacity of the mills. The result is that orders for paper in most cases cannot be filled within less than four months, and some cannot be filled at all. The mills, of course, are most interested in producing the sizes and weights of paper that are in accord with common standards, and small orders for special grades and sizes may be entirely ignored.

The second difficulty is the congestion that has prevailed in the printing and binding establishments in all parts of the country. The main reason for this difficulty also has been an increase in demand without a corresponding increase in production facilities. The vast increase in advertising that followed the close of the war swelled the size of the magazines and multiplied the output of booklets. The necessary reaction from the economy of the war period, moreover, increased the demand for textbooks even more than publishers had thought possible. New conditions and new points of view also seemed to require textbooks of a new type; or at least publishers so believed, and prepared to meet the require-

ment. Publishing projects of various sorts that had been postponed on account of the war were now brought into being. There is not enough printing and binding machinery to take care of this work.

The difficulties in connection with the manufacture and transportation of paper and the printing and binding of books have been greatly aggravated by the labor situation. It has been impossible to secure sufficient labor to keep all the plants running at full capacity at a time when more than full capacity was needed. In the binderies the shortage of labor has been especially distressing. Moreover, the general deterioration in the morale of labor has been felt more seriously in this business than in many others, because of the inadequate facilities for production and the trouble involved in delay. To secure a fair day's work at any price has too often been found impossible; and sometimes the production per workman has fallen off one-third, especially in printing and binding establishments that have had a large labor turn-over on account of the competition of industries in which large profits prevailed and higher wages were therefore paid. In one printing and binding plant, at a time of great stress, the employees on leaving for the Christmas holiday informed their employer that they had decided to extend the holiday until after New Year's. Of course, there have been plants in which the workmen have continued to do their work faithfully and carefully, but in general the industry has certainly suffered severely from unfavorable labor conditions.

Among manufacturing difficulties may be mentioned, as the fourth difficulty, increasing costs. This most interesting topic has already been so thoroly discussed that it no longer needs any elaborate explanation. As we have been informed of increases in the costs of paper, cloth, and other materials, and of successive increases in the wage scales of printers and binders, we have thought each time that the top had been reached. By the time we had put into effect a small increase in prices, in which increased costs were only partially covered, because we expected that the high level would not be maintained long, and because we were fearful of our competitors, other increases had accumulated, and the new prices were still less adequate. We do not know, we must admit, how much higher manufacturing costs will rise. It seems quite certain, however, that they will rise still higher if the new general level of wages has not been reached thruout each of the industries involved.

Confronting all these difficulties, what are publishers to do? They cannot wait for normal conditions to return, if by that term is meant past conditions, and no one can safely predict what the future development of the present situation will be. Most publishers seem

\*An address delivered at a meeting of the Department of Educational Publishers of the National Educational Association at Cleveland, February 25.



to be making adjustments to meet conditions as they are, which is doubtless the only safe policy.

Manufacturers of paper have enforced a movement toward the standardization of size and weight. It is clear that the variety of sizes and weights required can be reduced at least one-third without serious difficulty. This reduction is just as convenient for the publisher as for the manufacturer. Every publisher who has gone thru his list with this purpose in mind has probably been surprised at the possibilities stern necessity has revealed. In this connection the use of thinner paper has been found possible in a large proportion of the books, which is really pleasing to the customer, as well as economical for the publisher. Other economies in the use of paper are the substitution of super paper for coated paper, and machine-finished paper for super paper, wherever this can be done without serious injury to the usefulness of a book. The possibilities of such substitution have been only partially realized. All these economies will certainly relieve us to some extent of the difficulties involved in the paper situation, tho we cannot expect that they will solve the problem entirely.

The congestion in printing and binding establishments might well be reduced somewhat by more careful restriction of special editions, and by painless disposal of old books and old editions that have ceased to be profitable. If the situation is made clear to state authorities and local boards of education, the adoption of standard regular editions instead of special state or local editions may be brought about in many places where the requirements have been unreasonable. In schools where old books and old editions have been demanded long after it has ceased to be really profitable to publish them, it has been found surprisingly easy to make substitutions under the stress of war conditions. In the size of editions also there is an opportunity for economy of printing and binding facilities. In planning new books and new editions of old books, the amount of hand work involved can be largely reduced, as for instance in the matter of pastings. Economies of this sort must certainly be practiced or some of us must give up the publishing of school books.

In the matter of costs, it is not likely that publishers, in spite of all economies, can keep costs much below the new general level, which is about 100 per cent above the level of the days before the war. Old prices of school books must be forgotten just as we are coming to forget old prices of other commodities; a fifty cent dollar cannot be expected to have one value when applied to the purchase of school books and another value when applied to the purchase of food and clothing. Publishers of school books are not "profiteers," and have done more to serve the public interest in keeping down prices of the commodity they sell than the manufacturers of any other important commodity can claim to have done. But the rôle of public benefactor is expensive, and most publishers have filled it too long.

Their own employees in all sorts of work must be paid in accordance with prevailing scales of wages and salaries, and in accordance with the prevailing level of living costs. It must be shown clearly to the public that largely increased prices are absolutely necessary, and there is abundant information available for this purpose. It may be too much to expect that publishers will not take unfair advantage of each other as efforts are made to secure better prices, but a common conviction that this effort must be made and the same sort of firmness in carrying out the purpose that is customary in every other kind of business will make the consummation possible, in spite of instances of timidity or servility or trickery that may occasionally stand in the way. Publishers are under no greater obligation to furnish books at prices that do not meet the cost of manufacture and operation than are teachers to continue teaching at salaries that do not pay their living expenses. Publishers and their employees also are important factors in educational work. The adjustment of salaries of teachers and prices of school books cannot be complete until the new general level of salaries and prices is reached. There is no way of permanently evading this adjustment. As far as we in the school book business are concerned, why can we not support each other's efforts in every legitimate way towards a solution of this common problem?

### *Books for Merchant Ships*

Publishers who have on their lists books of interest to shipping trade and export organizations will have an opportunity to exhibit such books at the National Marine Exhibition, to be held in the Grand Central Palace, New York, on April 12th to 17th. The American Library Association, which, as part of its present extended service, is interesting itself in the problem of books for merchant ships, has taken a space at this exhibition and generously offers to give a display opportunity to publishers whose books fall specially in this field. Arrangements for shelf room can be had by getting in communication with Mr. Forrest B. Spaulding, care of the American Library Association, 24 West 39th Street, New York. There will be no obligation or expense on the publisher's part, and the exhibit will undoubtedly reach the attention of a very large and interested public.

The National Marine League of the U. S. A. has organized this exhibition, and it is the first time in twenty years that there has been a book exhibit setting forth America's interest in the high seas and foreign trade. The League has headquarters at 68 Pearl Street, New York, and Mr. August Belmont is chairman of the trustees.

In a speech at Petrograd on January 9, it was said: "The Commissariat of the People's Education has printed ten million copies of classic literature, in spite of the lack of paper."

## THE WALLACE SALE

*One of the Finest of American Private Libraries is Dispersed*

The library of Walter Thomas Wallace, of South Orange, N. J., was sold at the American Art Galleries, March 22, 23, 24 and 25, bringing \$153,709.50. It had been generally estimated as worth between \$250,000 and \$300,000, and the sale makes the first bad break in the dispersal of libraries of the first class in the history of American book auctions. Rarities of all kinds—illuminated manuscripts, incunabula, early English literature, seventeenth and eighteenth century authors, and those of the Victorian period and of our own country, suffered in a greater or lesser degree.

It is doubtful if in the entire history of book auctions there was ever a more peculiar situation followed by more tragic results. It was not until the four days sale had reached its end that Mr. Wallace, in a conference with dealers at the Manhattan Hotel, learned in detail what had caused the disaster.

Mr. Wallace was one of the best known collectors in this country. His books were largely bought at the great sales during the last twenty-five years. Soon after becoming an active buyer he encountered George D. Smith, and the battles which they fought are famous. Smith brought all his resources to bear to force Wallace to stop his independent buying and give him his commissions but never succeeded. The result of the prolonged struggle was to divide the sympathies of auction goers. Collectors, especially those that had suffered at Smith's hands, applauded Wallace. A portion of the trade favored Smith feeling that Wallace was setting a bad example and showing the trade little consideration.

When the announcement was made that the Wallace collection was going to be sold at auction there were indications that the old feeling in the trade was still smouldering and might have a bad effect. And then rumors came tending to alienate several good buyers. A statement from the American Art Association some weeks ago seemed to allay the feeling, and prospects brightened. The library made a notable display, and collectors thronged the galleries during the exhibition.

It appears that dealers most largely interested in the Wallace books had been heavy importers and recently large buyers at public and private sale. They saw the possibilities of large commissions, however, explained the situation to the Association and asked for an extension of the customary thirty days dealer's credit for this sale owing to the exceptional conditions. The Association promised to give the matter consideration, called Mr. Wallace into conference, and explained the requests. Mr. Wallace did not object to an extension of credit but declined to change his contract. The failure to get

an extension of credit, tho perhaps disappointing, caused no bad feeling.

Two or three days before the sale the Association prepared a circular letter stating that "Mr. Wallace had consigned his library to the American Art Association mainly by reason of its invariable rule to neither ask its consignors to extend credit nor do so itself thereby enabling Mr. Wallace to have within thirty days from the time of his sale cash for the gross amount thereof less the charges thereon," and stipulating that purchases should be paid for "in two equal parts, one, five days from date of sale and the other, fifteen days from such date." The letter gave the impression that Mr. Wallace was in a measure responsible for the withdrawal of credit and this not only awakened all the old bad feeling but added many recruits.

The feeling was quite the same throughout the entire trade but there does not appear to have been any conference and there was no concert of action. The first session indicated that there was trouble ahead. Collectors not understanding what was the matter were apparently frightened away, for they did little buying. After the second session the attendance was light, and prices continued to drop. A small group of booksellers including Gabriel Wells, James F. Drake, Dr. Rosenbach, Byrne Hackett, Walter M. Hill, Charles Sessler and Ernest Dressel North bought more than eighty per cent of the collection. Many of their purchases were on commission but they also bought heavily for stock when prices proved irresistible. At no time did they take advantage of a situation that was entirely in their hands.

After the last session, on Thursday evening, Mr. Wallace met several of the group of dealers that had bought most of his library, at the Manhattan Hotel, and learned, for the first time, in detail, of the causes that cost him so heavily. It developed that he had not even known of the "five and fifteen days" letter and had never been consulted in regard to the partial withdrawal of credit. He had never had any intention of antagonizing the trade, and, if he had fully understood the situation, would have been quite willing to assist in the extension of credit asked for.

The American Art Association has not yet made a statement but it is quite likely that the situation was not clear to them and that the whole fiasco was the result of a misunderstanding. It is generally considered that the break in prices has no special significance. The general opinion seems now to be that the American Art Association handled a delicate matter in a clumsy way. Doubtless they did not know that the gun was loaded, and the execution had been done before they were fully aware of it. A mistake of this sort is not likely to happen again.



### Book Convention Progress

All members of the book-trade will be delighted to know that Charles C. Butler, president of the American Booksellers' Association, is back again at his desk, after his enforced and needed rest. This means that he is able to take up the final details of the Convention preparation and put his energy into finishing off the program. One of his first announcements is that he has asked the Honorable David J. O'Connell to arrange for a special train from New York to Philadelphia. There ought to be a train full of enthusiastic New York bookmen. The hour of the start will be announced later. Acceptances can be sent now to the Honorable David J. O'Connell, care of Funk & Wagnalls Company, 354 Fourth Avenue.

An interesting part of the Thursday morning session at Philadelphia will be the discussions on "The Women's Contribution to Better Bookselling," which will be in charge of Miss Madge Jenison as presiding officer, Miss Jenison being the President of the Woman's National Book Association. She is arranging for speeches by those representing different types of bookselling, such as the bookshop, the children's department and the department work of the big store. One of interesting outside speakers who has been definitely arranged for is John Spargo for Wednesday morning, who is to take up the subject of "Books for the New American." The paper and discussion on the coming scales of book prices come also on Wednesday morning and promise to be of unusual importance.

### Famous Manuscripts on Exhibition

#### *A Notable Showing at the Grolier Club*

The fourth free exhibition for the season by the Grolier Club at 47 East 60th Street is now open to the public, and is rich in the treasures of the great private libraries of New York. Circumstances are such that many of these precious treasures can never again be shown in their present associations.

It is a thrilling experience, the opportunity for which may not recur in a life-time, to pass down the rows of simple cases, filled with the great treasures of literature.

Beginning with books and manuscripts which survive from the first days of printing in England and before, one may view in succession the great monuments of English literature in their first editions (sometimes in unique copies) up to the eighteen-sixties.

It is difficult to specify a few among so many volumes, rich in associations and memories, but we must mention the first dated book printed in England and a first edition of Chaucer, printed by Caxton in 1478, a 15th century illuminated manuscript of the "Canterbury Tales," contemporary manuscripts of Sidney's "Arcadia," and of one of "rare Ben Jonson's" works, some of the rare Shakespeare quartos with the First Folio, the thumbd manuscript of the first book of

"Paradise Lost," which was sent to the printer (perhaps in the hand of Milton's daughter), accompanied by John Dryden's copy of the first edition of the work (first title-page), in which the poet has penned his lines upon his great predecessor. The only copy of the first edition of "Pilgrim's Progress" which contains the disputed portrait of Bunyan asleep over a lion's den is there, and the original manuscript of Pope's "Essay on Man," filled with corrections, as well as numerous manuscripts and letters of the great writers of the 18th and 19th centuries—Dr. Johnson, Bobby Burns, Shelley and Keats, Browning and Tennyson. There, too, are the first draft of Charles Lamb's essay on "Roast Pig" and portions of the manuscripts of "Ivanhoe," "Pickwick," and "Vanity Fair," always accompanied by their first editions.

The exhibition closes with a few manuscripts of Poe, Hawthorne and other great Americans. The exhibition is open daily, from 10 a. m. to 6 p. m. until April 4th. Admission evenings by card only.

### Old Methods Pass

One of the most interesting activities of the Federal Trade Commission has been the way they have concerned themselves with that form of unfair competition that comes from unduly influencing the employees of a firm to whom any business house is selling. Recently, the Commission ordered a New Jersey company to cease and desist from any form of entertainment of the employees or customers, when that might in any way influence them to turn their trade over to the entertainers. The Court of Appeals has refused to take the view of the Commission in this case, but while not maintaining the full penalty, the Court says that any contract purchased in such a method could be made void. Certainly, altogether too much money has been spent in this way in the past, and, as is well recognized, this expenditure is evidently passed on to the buyer, to the loss of all concerned.

### 25 Years Ago in Publishers' Weekly

Mrs. Kate Douglas Wiggin was married on March 29th to George C. Riggs.

Poe's cottage has been sold again. The new owner will move it to the rear of the lot and use it for a dentist's office.

George Routledge & Sons have followed the up-town movement and taken space in the same building with Stokes, Holt and Putnam's at 27-29 West 23rd St.

The Kelmscott Press is about to issue a Chaucer of which the vellum edition is priced at 120 guineas.

The young firm of Lamson, Wolfe & Co. of Boston has been dissolved. Mr. Wolfe was a senior at Harvard and he was informed by the college that he could not obtain his degree if he stayed in business.



## A DISCUSSION ON CHILDREN'S BOOKS

*The Concluding Lecture in the New York Public Library Course*

A well attended meeting in the Children's Room of the New York Library closed the series of conferences and lectures on books and publishing that has been conducted on successive Thursday nights by the Library School of the New York Public Library. Miss Jackson of the school deserves much credit for the successful planning and carrying thru of this new venture, which proved of great value to librarians and to the book-trade.

Miss Annie Carroll Moore, head of children's work in New York Public Libraries, in opening the discussion of the evening, described an unusually interesting opportunity that had come to her office, to select, for a group of British and American residents of Rio de Janeiro, a library of children's books. This English-speaking colony had raised five hundred dollars and sent word by the American ambassador, Mr. Morgan, that they wished a collection of books selected on the best possible standards for their children. This opened up an interesting problem, and the list of books, as read with comments, was full of suggestions as to what are the best things in our literature for such a group of children.

In discussing the general situation in the supply of children's books for our own children, as seen by a city librarian, Miss Moore brought out the fact that there is a shortage of good one-volume biographies, and especially those of women; that there are few books on art that really interest children; and that there is an increasing need for good plays for children. Another book that should be planned is a volume of collected poems, such as girls of fourteen or fifteen would read. Miss Moore emphasized the duty of librarians to give attention to new books, as well as to old, believing that the whole movement for children's books has suffered because librarians have waited too long before buying and too long before listing promising new books. It was also pointed out that there is need of more good books of history, especially the history of the United States taken by period, instead of volumes covering the whole sweep of our history.

Mr. Frederick A. Stokes was called on for a discussion of the situation in the manufacture of children's books, and spoke of the difficulties in keeping sufficient books manufactured at any prices. He believes that prices are going still higher before they stop. As an instance of the pressure that publishers are under in producing a good illustrated book, he spoke of a set of four-color plates which one time cost eleven hundred dollars and would now cost thirty-five hundred dollars, and all this expense has to be carried in the cost of the book.

Mr. Alfred Harcourt of Harcourt, Brace &

Howe had some questions that he put to the librarians present which brought out interesting discussions on the question of whether children like imaginative pictures or prefer matter-of-fact pictures. Miss Power of the Forty-second Street Children's Room said that from her observation they liked both kinds, but that the matter-of-fact picture should go hand in hand with that kind of story, as "Robinson Crusoe," for instance, while with a fairy tale or imaginative poem, the fanciful picture was always attractive.

On the question of whether children will read collections of short stories such as have been written for adults, the experience of the librarians seemed to be that children would read short stories if all were of one type, such as O. Henry or "Sherlock Holmes," but would not care for miscellaneous collections, unless read aloud. It was thought that boys might like good collections if they had a common trend or common type of adventure.

On the question of the present demand for war books by children, it was the unanimous opinion that, whereas the adults have ceased to read the books of war adventure, the children were reading them and with eagerness, and that these war books were creating an interest in technical books, such as has never been found before. The war, too, has interested children in the people of other countries, and has increased their interest in maps and pictures. Miss Moore emphasized the fact that travel books ought to bring out the *similarities*, between ourselves and other people instead of the *dissimilarities*.

*English Book-Trade News*

(From Our London Correspondent)

The new spring lists of the publishers are now all printed, and show a fine galaxy of wares. As Mr. R. B. Marston said in a recent number of the *Publishers' Circular*, "publishing is flourishing." This is true, but it is none the less remarkable, when you remember the difficulties—difficulties apparently almost insurmountable—which publishers have had to face during the months following the armistice, it is surely wonderful that the profession of publishing has been so effectively carried on. The troubles during the war were bad enough, but since then they have increased a hundredfold. The way out has been thru the increased price of the book, and the faithful book-buying public has risen to the demand splendidly; yet, there has not been any profiteering. We doubt if there is any other trade or profession in which prices have advanced so little, in relation to the prices which obtained in the happy pre-war days. Take a novel, for instance. In the old days it was

put on the market at 6s. net. What is it to-day? Looking through the lists it ranges from 6s. to 8s. There are not many of the former, and but a few of the latter at present. The 6s. novel is usually a short book, and 8s. must be the lowest price in the near future for a full-length story. Probably it may reach the point of 9s. There are many such novels just now being issued at 7s. and 7s. 6d. The advance in the price of the novel since pre-war days has only been proportional to the advance in price of serious books. This is a record which is good, and of which we may all be proud. In the spring lists there is a good gathering of excellent novels and general books, and it is a long time since the spring prospects were so thoroly good and encouraging. Of course, one still finds the war book, and like the poor, as it *used* to be said, we fear it (the war book) will always be with us. But it has got to be a really first-class war book to get a hearing. We are just as sick of it as you are.

February best sellers were:

#### FICTION

The House of Baltazar by W. J. Locke.  
Uncle Lionel by S. P. B. Mais.  
Desert Love by Joan Conquest.  
The Ancient Allan by H. Rider Haggard.  
Adventures in Marriage by Ward Muir.  
Prelude by Beverly Nichols.

#### NON-FICTION

The Superstition of Divorce by G. K. Chesterton.  
My Campaign in Mesopotamia by General Townshend.  
My Diaries by Wilfrid Blunt.  
Realities of War by Philip Gibbs.  
Song of Tiadatha by Captain Rutter.  
Battle of Jutland by Commander Bellairs.  
Life of William Booth by Harold Begbie.

### A New Edition of Henry James

The new edition of "The Novels and Stories of Henry James," the first volumes of which will be published by Macmillan of London shortly, will include all the fiction that the author issued in book-form during his life. A certain number of early pieces contributed to magazines and never reprinted by him have been omitted, together with his plays, including those which he recast and published as narratives. The text is that of the "New York" edition (begun in 1907 and issued by the same publishers), with the addition of numerous tales which were omitted either because there was no room for them in the limited number of volumes then available, or because they did not satisfy the more critical taste of the author's later years. In a note explaining the basis upon which the new edition has been prepared Mr. Percy Lubbock points out that Henry James, in arranging the "New York" edition, dropped out "The Bostonians," for instance, unwillingly, and hoped to include it at some future time, with certain other works, in supplementary volumes.

On the other hand, much of his earlier fiction fell short, in his view, of the possibility of revision, and would anyhow have been omitted. In most cases, however, there is no external evidence to show which was the determining reason; so that the decision to publish a new collective edition in a cheaper form has raised a question which cannot now be answered as he would have answered it himself. Since the original edition was regarded by the author as incomplete, it should certainly be extended; but no one could choose authoritatively among the omitted tales. The present edition is therefore designed to be complete; it will include, that is to say, all the fiction that Henry James put forth in book-form during his life.

It will be published in about thirty-three volumes, issued at monthly intervals.

### RECORD OF AMERICAN BOOK PRODUCTION, FEBRUARY, 1920\*

CLASSIFICATION	New Publications		By Origin				
	New books	New Editions	Pamphlets	American Authors	English and Other Foreign Authors		Total
					American Manufacture	Imported	
Philosophy .....	15	4	2	17	1	3	21
Religion, Theology .....	39	5	10	46	2	6	54
Sociology, Economics ....	17	3	27	43	0	4	47
Law .....	14	4	6	23	0	1	24
Education .....	10	1	10	19	0	2	21
Philology .....	9	7	3	10	2	7	19
Science .....	8	3	12	18	1	4	23
Technology .....	8	4	16	26	0	2	28
Medicine, Hygiene .....	6	6	17	28	0	1	29
Agriculture .....	6	0	22	28	0	0	28
Domestic Economy .....	1	0	2	3	0	0	3
Business .....	6	1	8	14	1	0	15
Fine Arts .....	6	4	2	6	0	6	12
Music .....	2	2	2	6	0	0	6
Games, Amusements ....	2	0	1	2	0	1	3
General Literature .....	12	1	7	14	2	4	20
Poetry and Drama .....	28	3	14	37	4	4	45
Fiction .....	35	28	0	51	10	2	63
Juvenile Books .....	11	0	1	11	0	1	12
History .....	27	1	19	30	4	13	47
Geography, Travel .....	3	1	2	5	0	1	6
Biography, Genealogy ....	16	2	4	11	5	6	22
General Works, Miscel. ..	1	0	0	1	0	0	1
Total .....	282	80	187	449	32	68	549

\*In February, 1919, 641 new books and 88 new editions including pamphlets were recorded.



## THE HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

## LESSON XXIX—American Fiction

## Contemporary Men Writers

"The drama excites our sympathies, the novel widens them."—H. G. WELLS.

Among contemporary writers of American fiction there are twenty-five names that have to be reckoned with. These are, in chronological order, Bacheller, King, Garland, Wister, Chambers, Nicholson, White, E. L. McCutcheon, Phillips, Herrick, White, W. A., Tarkington, Norris, Crane, Lincoln, Churchill, Dreiser, White, S. E., Grey, London, Beach, Sinclair, Harrison, Poole, Hergesheimer.

History has proved that it is possible to be a writer of enduring influence without being a writer of enduring books. In the case of these twenty-five novelists, every one is to be reckoned with for his influence on the novel if not for his novels. Works may pass when influence does not pass. Anthony Hope's "Prisoner of Zenda" was ephemeral, but the flag of Zenda still flies over much modern fiction.

Current comments on contemporary American fiction seem to lead to the following conclusions:

The best fiction from men writers is coming out of the West. The Hoosiers are in the lead. Chicago contributes two names which many count as the greatest, Herrick and Dreiser. As frontiers are disappearing, vanishing civilizations are less frequently the subject of western novels. It is the later life of the West that is being written to-day. The provincial, too, in fiction is dying out. Joseph Lincoln, with his Cape Cod stories, is the last of "the local-color school." John Fox, Jr., was an extreme example of the regional novelist who has left no successors. What provincial elements exist in American life to-day are mostly elements not yet fully American. They are to be found in "Americanization" novels. Propaganda novels are fewer. Upton Sinclair is our only tract-novelist of any power. Winston Churchill and William Allen White could, at worst, be labeled only "Reformers." The "Naturalists" in America number but one, Dreiser; and the "Historical Novelists" but one, Edward Lucas White. The "Novelists of Expanding America" are the novelists of yesterday, Garland and Wister. "Social Historians" are in the ascendant: King, Herrick, Tarkington, Harrison, Poole, and Hergesheimer. The "Good Story Tellers" are rare: Bacheller, Nicholson, and McCutcheon.

The most distinctively American type of novel, our most original contribution to fiction genres, is the out-of-door novel, of which the supreme example is the nature novel of Stewart Edward White. This is to be classed apart from the romantic adventure novel of Zane Grey, the animal adventure novel of Jack London, and the historical adventure novel

of Rex Beach. So we come to the last and highest category in which we can hope to place any one of our novelists. Who is the most national of our novelists, or who comes the nearest to being? Many say Tarkington. Many more say Norris. As the emphasis goes from localism to nationalism in our fiction, the author of "The Octopus" makes a strong claim to the coveted title.

## BACHELLER, IRVING. 1859—

Eben Holden, Harper, \$1.60; Grosset, 85c.  
Eben Holden's Last Day A-Fishing, Harper, 75c.  
D'ri and I, Harper, \$1.60  
Darrell of the Blessed Isles, Harper, \$1.60  
Vergilius, Harper, \$1.60  
Silas Strong, Harper, \$1.60  
The Hand-Made Gentleman, Harper, \$1.60  
Keeping Up With Lizzie, Harper, \$1.25; Grosset, 85c.  
Charge It, Harper, \$1.25  
The Turning of Griggsby, Harper, \$1.25  
In Various Moods (poems), Harper, \$1.25  
The Marryers, Harper, \$1.25  
Keeping Up With William, Bobbs, \$1.00  
The Light in the Clearing, Bobbs, \$1.50; Grosset, 85c.

A Man for the Ages, Bobbs, \$1.75

Bacheller is essentially a writer of character studies. His art is best suited to "character parts," as they are called on the stage. The humorous and the burlesque in human nature attract him most. With his gift for portraying homely and picturesque personalities, Bacheller's choice of Lincoln as the hero of his latest novel is a peculiarly happy one. The story centers around Lincoln's early life in Springfield, from his twenty-second to his forty-second year, and introduces us to all his early associates.

## KING, BASIL. 1859—

Griselda, Duffield, \$1.50  
Let No Man Put Asunder, Harper, \$1.75  
The Letter of the Contract, Harper, \$1.75  
In the Garden of Charity, Harper, \$1.75  
The Steps of Honor, Harper, \$1.75  
The Inner Shrine, Harper, \$1.75; Grosset, 85c.  
The Wild Olive, Harper, \$1.75; Grosset, 85c.  
The Street Called Straight, Harper, \$1.75; Grosset, 85c.  
The Lifted Veil, Harper, \$1.75; Burt, 85c.  
The High Heart, Harper, \$1.75; Grosset, 85c.  
The Side of the Angels, Harper, \$1.75; Burt, 85c.  
The Way Home, Harper, \$1.75; Burt, 85c.  
The City of Comrades, Harper, \$1.75  
Abraham's Bosom, Harper, 60c.  
Going West, Harper, 60c.  
The Abolishing of Death, Cosmopolitan Book Co., \$1.25

William Benjamin Basil King is an Episcopal clergyman, formerly rector of Christ Church, Cambridge, Mass. He was born in England, educated in Canada, and became a naturalized American citizen. He has lived much in Europe for his health. Basil King had written five novels before he gained wide popularity with three successive novels published anonymously, "The Inner Shrine," "The Wild Olive," and "The Street Called Straight."

King's novels deal with ethical problems and questions of conscience. They are concerned above all else with human conduct. The stories usually turn on some fine point of honor. "The Lifted Veil" deals with disclosures after marriage, and raises the question of the right of the married to conceal their past lives. "The High Heart" sets forth the different ways in which Canadians and Americans viewed the earlier stages of the war. "The City of Comrades" is a strange medley of characters, society women, thieves, human benefactors and malefactors, all showing Man as the redeemer of men.

In his last three books, Basil King has dallied with the question of life after death, and of communication with the dead. "Going West" records the sensations of two dead soldiers, just after they have killed each other. "The Abolishing of Death" gives the au-



thor's experiences with spiritualistic phenomena, and reports his communications, by means of automatic writing, with a spirit known as "Henry Talbot."

#### GARLAND, HAMLIN. 1860—

Main-Traveled Roads, Harper, \$1.75  
 Prairie Folks, Harper, \$1.75  
 Rose of Dutcher's Coolly, Harper, \$1.75  
 Boy Life on the Prairie, Harper, \$1.75  
 The Captain of the Gray Horse Troop, Harper, \$1.75  
 Hesper, Harper, \$1.75  
 The Light of the Star, Harper, \$1.75  
 The Tyranny of the Dark, Harper, \$1.75  
 The Long Trail, Harper, \$1.50  
 Money Magic, Harper, \$1.75  
 The Shadow World, Harper, \$1.75  
 Cavanagh, Forest Ranger, Harper, \$1.75  
 Other Main-Traveled Roads, Harper, \$1.75  
 Victor Ollnee's Discipline, Harper, \$1.75  
 A Son of the Middle Border, Macmillan, \$1.60

Garland, the son of a pioneer, is himself a literary pioneer in writing of the West. Edward Eggleston's western novels, including "The Circuit Rider" and "The Hoosier Schoolmaster" appeared twenty years before Garland's first book, and were the only other works of distinction dealing with the west.

Garland's best work is found in his three volumes of short stories: "Main-Traveled Roads," six Mississippi valley stories; "Prairie Folks," nine stories of life on the Western Prairies; and "Other Main-Traveled Roads" which came seventeen years later.

Garland was "a rebel in his day." His first and only book of essays, "Crumbling Idols" was very iconoclastic. His best-known novel, "Rose of Dutcher's Coolly" was at first suppressed. In "The Captain of the Gray Horse Troop" he attempted a second "Ramona," a story of Indian wrongs. In three novels, "The Tyranny of the Dark," "The Shadow World," and "Victor Ollnee's Discipline" he dealt with spiritualism. "Money Magic" is the story of a self-made man; and "Cavanagh," a picture of frontier life. "A Son of the Middle Border" is Garland's autobiography written in the form of fiction. It is the life of "a bookish lad whose tastes were cultural and not agricultural."

#### WISTER, OWEN. 1860—

The Dragon of Wantley, Lippincott, \$1.25  
 Red Men and White, Harper, \$1.75; Grosset, 85c.  
 Lin McLean, Harper, \$1.75; Burt, 85c.  
 The Jimmy John Boss, Harper, \$1.50  
 Padre Ignacio, Harper, \$1.00; 60c.  
 The Virginian, Macmillan, \$1.50, 32c.; Grosset, 85c.  
 Philosophy, 4. Macmillan, 50c.  
 Lady Baltimore, Macmillan, \$1.50  
 How Doth the Simple Spelling Bee, Macmillan, 50c.  
 The Seven Ages of Washington, Macmillan, \$1.50.  
 Members of the Family, Macmillan, \$1.35  
 The Pentecost of Calamity (war book), Macmillan, 60c.

The Ancient Grudge, Macmillan, announced.

Owen Wister is a Philadelphia writer, a grandson of Fanny Kemble, the actress. He is essentially a writer of short stories. His two long novels, "The Virginian" and "Lady Baltimore" are so episodic in construction that they are hardly more than chains of short stories strung together. Wister is usually thought of as a writer of western stories. Ranch life and cowboys he has painted with great fidelity. "The Virginian," an epic of western life, and "Members of the Family," later stories of the West, are his best work in this field.

"Lady Baltimore," which took its name from a delectable cake made in the South, is the best constructed of Wister's stories. It is as delicate and feminine as "The Virginian" is rough and masculine. "Philosophy Four" is a humorous satire of college life, taking its title from a course in the Harvard curriculum. "The Simple Spelling Bee" is very clever and amusing criticism of the Simplified Spelling Movement financed by Andrew Carnegie.

"The Seven Ages of Washington" is an excellent biography of Washington for older boys and girls. It aims to rescue the memory of Washington from former biographers who have made of him "a frozen image, rigid with congealed virtue, ungenial, unreal."

#### CHAMBERS, ROBERT W. 1865—

The King in Yellow (short stories) Harper, \$1.75  
 The Red Republic, Putnam, \$1.50; Burt, 85c.  
 Ashes of Empire, Stokes, \$1.50

The Haunts of Men (short stories) Stokes, \$1.00  
 Outsiders; An Outline, Stokes, \$1.50  
 The Conspirators, Harper, \$1.75; Burt, 85c.  
 A Cambric Mask, Stokes, \$1.50  
 Cardigan, Harper, \$1.75; Burt, 85c.  
 The Maid-at-Arms, Harper, \$1.75  
 The Maids of Paradise, Harper, \$1.75; Burt, 85c.  
 A Young Man in a Hurry, Harper, \$1.75  
 The Reckoning, Appleton, \$1.50  
 Iole, Appleton, \$1.50  
 A Tracer of Lost Persons, Appleton, \$1.50  
 The Fighting Chance, Appleton, \$1.50; Burt, 85c.  
 The Younger Set, Appleton, \$1.50; Burt, 85c.  
 The Tree of Heaven (short stories) Appleton, \$1.50  
 Some Ladies in Haste (short stories), Appleton, \$1.50

The Firing Line, Appleton, \$1.50  
 The Special Messenger, Appleton, \$1.50  
 The Danger Mark, Appleton, \$1.50  
 The Green Mouse, Appleton, \$1.50  
 Ailsa Page, Appleton, \$1.50; Burt, 85c.  
 The Adventures of a Modest Man, Appleton, \$1.50; Burt, 85c.

The Common Law, Appleton, \$1.50  
 Blue Bird Weather, Appleton, \$1.50  
 Japonette, Appleton, \$1.50; Burt, 85c.  
 The Streets of Ascalon, Appleton, \$1.50; Burt, 85c.  
 The Business of Life, Appleton, \$1.50; Burt, 85c.  
 Who Goes There? Appleton, \$1.50; Burt, 85c.  
 The Hidden Children, Appleton, \$1.50; Burt, 85c.  
 The Girl Philippa, Appleton, \$1.50; Burt, 85c.  
 The Dark Star, Appleton, \$1.50; Burt, 85c.  
 Barbarians, Appleton, \$1.50; Burt, 85c.  
 Athalie, Appleton, \$1.50; Burt, 85c.  
 The Laughing Girl, Appleton, \$1.50  
 In Secret, Doran, \$1.50  
 The Restless Sex, Appleton, \$1.50  
 The Moonlit Way, Appleton, \$1.60  
 The Crimson Tide, Appleton, \$1.75

#### Juveniles:

Forestland, Appleton, \$1.75  
 Mountainland, Appleton, \$1.75  
 Gardenland, Appleton, \$1.75  
 Hide and Seek in Forestland, Appleton, 40c.

Chambers is a writer so versatile, talented, and prolific, that the phrase "fatal facility" alone explains his second-rate position as a novelist. His works may be divided into four classes: short stories; historical novels; contemporary society novels; and juveniles.

His four volumes of short stories include "The King in Yellow," stories of artist life; "Haunts of Men," Canadian and American tales; "The Tree of Heaven," and "Some Ladies in Haste."

His historical novels are "The Red Republic," "Ashes of Empire," and "The Maids of Paradise," all dealing with the Franco-Prussian war; and "Cardigan" and "The Maid-at-Arms" dealing with the American revolution.

His later novels are pictures of contemporary American society. The latest, "The Crimson Tide," deals with Bolshevism in America.

Chambers was well known as an artist and illustrator before he began to write. His novels show the observation of an artist in many passages of graphic description of nature and of animals. Chambers' most unusual book is "Outsiders: An Outline," a satirical novel in which he ridiculed American art, American culture, and American society.

#### NICHOLSON, MEREDITH. 1866—

The Hoosiers (non fiction) Macmillan, \$1.25  
 The Main Chance, Bobbs, \$1.50  
 Zelda Dameron, Bobbs, \$1.50  
 The House of a Thousand Candles, Bobbs, \$1.50; Grosset, 85c.  
 Poems, Bobbs, \$1.50  
 The Port of Missing Men, Bobbs, \$1.50  
 Rosalind at Red Gate, Bobbs, \$1.50; Grosset, 85c.  
 The Little Brown Jug at Kildare, Bobbs, \$1.50  
 The Siege of the Seven Suits, Houghton, \$1.65; Grosset, 85c.  
 A Hoosier Chronicle, Houghton, \$1.75  
 The Provincial American (essays), Houghton, \$1.65  
 Otherwise Phyllis, Houghton, \$1.75  
 The Poet, Houghton, \$1.65  
 The Proof of the Pudding, Houghton, \$1.75  
 A Reversible Santa Claus, Houghton, \$1.25  
 The Madness of May, Scribner, \$1.00  
 Lady Larkspur, Scribner, \$1.00  
 The Valley of Democracy (essays), Scribner, \$2.00

Nicholson is a popular novelist who despises his popularity. His "Confessions of a 'Best Seller,'" an autobiographical essay in "The Provincial American," contains his renunciation of the romantic, melodramatic novel, that tells a story merely for the story's sake, and his conversion to the novel of characters and manners. Forty thousand copies of "The Main Chance," fifteen thousand of "Zelda Dameron," and a quarter million of "The House of a Thousand Candles," is a selling record which the author has tried to live down in his later books. In "The Little Brown Jug at Kildare" he wrote a burlesque of his own work, and then turned over a new leaf and tried to become a Hoosier Chronicler. It is a question whether the gain of a chronicler can make up to literature for the loss of such an excellent story teller. Nicholson's most significant work, since his change of manner is "The Poet," a character modeled on his friend, James Whitcomb Riley.

#### WHITE, EDWARD LUCAS. 1866—

Narrative Lyrics, Putnam, o. p.

El Supremo, Dutton, \$1.90

The Unwilling Vestal, Dutton, \$1.75

The Song of the Sirens, Dutton, \$1.90

Professor White is a Baltimorean, a teacher of Greek and Latin in private schools. His first novel, "El Supremo" is an historical romance of the life of Dr. Francia, the great dictator of Paraguay. It is a splendid picture of Latin America at the beginning of the nineteenth century. "The Unwilling Vestal" is a tale of the Vestal Virgins in Ancient Rome. "The Song of the Sirens" is a volume of short stories.

#### MCCUTCHEON, GEORGE BARR. 1866—

Graustark, Dodd, \$1.75

Castle Cranecrow, Dodd, \$1.75

The Sherrods, Dodd, \$1.75

Brewster's Millions, Dodd, \$1.75

The Day of the Dog, Dodd, \$1.25

The Purple Parasol, Dodd, \$1.25; Burt, 85c.

Cowardice Court, Dodd, \$1.25

Jane Cable, Dodd, \$1.75; Burt, 85c.

The Husbands of Edith, Dodd, \$1.25; Burt, 85c.

The Man from Brodney's, Dodd, \$1.75

The Alternative, Dodd, \$1.25; Burt, 85c.

Truxton King, Dodd, \$1.75

The Butterfly Man, Dodd, \$1.25

Mary Midthorne, Dodd, \$1.75

Her Weight in Gold, Dodd, \$1.25; Burt, 85c.

The Hollow of Her Hand, Dodd, \$1.75

A Fool and His Money, Dodd, \$1.75

The Prince of Graustark, Dodd, \$1.75

Mr. Bingle, Dodd, \$1.75; Burt, 85c.

The Light That Lies, Dodd, \$1.25

Green Fancy, Dodd, \$1.75

Shot With Crimson, Dodd, \$1.25

The City of Masks, Dodd, \$1.75

Sherry, Dodd, \$1.75

McCutcheon is an Indiana author, a prince of story tellers. He is a master of the light romance. His stories deal with mystery, intrigue, adventure, and fabulous love scenes, while they are at the same time entirely free from sensationalism. McCutcheon is a conscientious writer who never stoops to the "suspended interest" requirements of serial publication. He is reported by Joyce Kilmer to have said: "I have never written a serial. Some of my books have been published serially, but they were not written as serials."

Since Meredith Nicholson has scorned the rôle of popular entertainer, McCutcheon is the best of the novelists flying the flag of Zenda.

#### PHILLIPS, DAVID GRAHAM. 1867-1911

The Light-Fingered Gentry, Appleton, \$1.60

The Second Generation, Appleton, \$1.60

Old Wives for New, Appleton, \$1.60

The Worth of a Woman (drama), Appleton, \$1.60

The Hungry Heart, Appleton, \$1.60

The Fashionable Adventures of Joshua Craig, Appleton, \$1.60

White Magic, Appleton, \$1.60

The Husband's Story, Appleton, \$1.60

The Grain of Dust, Appleton, \$1.60

The Conflict, Appleton, \$1.60

The Price She Paid, Appleton, \$1.60

George Helm, Appleton, \$1.60

Degarmo's Wife, Appleton, \$1.60

Susan Lenox: Her Fall and Rise, 2 vols., Appleton, \$3.00

Phillips, at the time of his tragic assassination, left twenty novels, which he had written in the space of ten years. His earliest books are known as his "muck raking" novels, as they deal with political corruption. Only one of these remains in print, "Light-Fingered Gentry," treating insurance company scandals.

In his later novels, Phillips turned to social and family life. Unhappy marriage is his favorite theme. "The Second Generation" shows the evil effect of inherited fortunes. "Old Wives for New" has to do with the divorce problem. "The Hungry Heart," which Phillips counted as his best work, is a story of only four characters. It is "a protest against the Doll's House treatment of woman." "Joshua Craig" pictures a burly Westerner and his attempted civilization by an Eastern wife. This novel and "White Magic," a simple love story, are far below Phillips' usual standard.

"The Husband's Story" shows Phillips' power at its highwater mark. The story is a satire, told in the first person, of American high-life marriages. "The Grain of Dust" centers about a lawyer's infatuation for his stenographer. "The Conflict" is hardly more than a tract for socialism. "The Price She Paid" tells of a grand opera singer's way of obtaining a musical education.

"Susan Lenox," Phillips' most ambitious and most significant book, was published posthumously. It is the life history of a woman of the streets, showing her "fall and rise," as the author chose to reverse it. It is a social document of the New York underworld, told with "candor and naturalness." "Susan Lenox," in its manner of telling, was a protest against the pruriency of "rotten libertine literature."

Phillips' name is of great importance in the development of the American novel. His influence was greater than his achievement. At the moment when his career was cut short, he had just accomplished a large-scaled work of serious purpose and great power.

#### HERRICK, ROBERT. 1868—

The Gospel of Freedom, Macmillan, \$1.50

The Web of Life, Macmillan, \$1.50

Jock O'Dreams or The Real World, Macmillan, \$1.50

The Common Lot, Macmillan, \$1.60

Memoirs of an American Citizen, Macmillan, \$1.50

The Master of the Inn, Scribner, 60c.

Together, Macmillan, \$1.50

A Life for a Life, Macmillan, \$1.50

One Woman's Life, Macmillan, \$1.50

His Great Adventure, Macmillan, \$1.50

The Conscript Mother, Scribner, 60c.

The World Decision, Houghton, \$1.75

Clark's Field, Houghton, \$1.75

Herrick is Professor of Rhetoric in the University of Chicago. The earliest of his novels now in print, "The Gospel of Freedom," deals with the modern woman's rebellion against established conventions. The theme is the keynote of Herrick's complete works, for in all his later novels he continued to preach the gospel of freedom for both men and women. "The Web of Life" is a young doctor's declaration of independence. "The Common Lot" is a picture of the greater happiness that lies in obscurity for the common lot of mankind. "The Memoirs of an American Citizen" is the life story of a Chicago meat packer who becomes a United States senator.

"Together" is Herrick's strongest work and far superior to any of his other novels. It is an epic of American marriage, but wholly of unhappy marriage. Its characters consist entirely of mismatched couples.

"A Life for a Life," coming after "Together," showed a great falling off. The resolution of the plot in a great earthquake and fire is very artificial and improbable. "One Woman's Life" is another story of a bad wife. "The Master of the Inn" is a short story that won great popularity on account of its religious symbolism. "The Conscript Mother" is a short war story of an Italian mother.

"The World Decision" is a war book which discusses the world war as a struggle between the Latin and Teutonic civilizations. It dwells especially on Italy's part in the war.

"Clark's Field" is the story of the inheritance of a piece of land by a poor and obscure little American girl. Her good fortune leads on to misfortune in the shape of an unhappy marriage. "The Rise of Adelle Clark" is a more descriptive title for the book.

(To be continued April 17.)



## AMONG THE PUBLISHERS

WILLIAM HELBURN, INC., will have ready in May a second edition of their beautiful book on "Italian Furniture and Interiors." The text is by George Leland Hunter. The book is illustrated by 200 plates.

THE famous Allan Quatermain appears again in Rider Haggard's newest novel, "The Ancient Allan" (Longmans).

"THE Birds' Christmas Carol," by Kate Douglas Wiggin, is not only a prime favorite in print, but it has the unusual distinction of having been played by amateurs ninety times in forty-one different states during the last six months.

JOSEPH CUMMINGS CHASE, who was asked by the Liberty Loan Committee to paint portraits of boys who had done deeds of extraordinary heroism, has described his "brief but captivating" experiences (to use his own phrase) in "Painting the A. E. F." to be published by Doran this month.

BONI & Liveright's recent two-page advertisement in a number of the weekly magazines, in which they state that 88 per cent of all books published fail to make any profits that contribute to the publisher's "overhead," has in less than a week's time inspired 164 letters, all offering suggestions that will make such a condition an absolute impossibility. The predominant suggestion is the publication of the writer's own manuscript which cannot fail to sell less than 100,000 copies.

WITTER Bynner, the American poet who created the hoax of the Spectrist School of Poetry some years ago, when he and Arthur Davison Ficke masqueraded in astonishing verse under the names of "Emmanuel Morgan" and "Anna Knish," has a new book, "Pins for Wings," to be published this spring by the Sunwise Turn, written under his former *nom de plume*. It is a series of brilliant verse caricatures of poets of the day, both in England and America, illustrated by the young Danish artist, Opfer, and the Rumanian artist, Saphier.

WAY back in 1912, Gilbert Frankau, the novelist, met an American art critic named Christian Brinton. During one of their conversations Brinton remarked, "If I were a writer and a business man as well, I'd write a business novel." "And who wants to read about business?" asked Frankau. Yet the question stuck in his mind. And finally, one day, just out of whim, he started dictating a story to his stenographer, instead of a letter to the Havana Tobacco Company. The result is "Peter Jameson," just published by Knopf. "And the main theme," says Frankau, "is Brinton's."

THE popular "Chicken Little Jane" stories, for youngsters; by Lily Munsell Ritchie, have

recently been taken over by Barse & Hopkins. They have a new story in preparation, making three in all.

STEPHEN GRAHAM has placed Valery Brussof in the front rank of contemporary literature. Brussof's volume of Russian tales, "The Republic of the Southern Cross," has just been published by McBride.

WE have but just made our bow to "Kathleen" and now we welcome another new book by Christopher Morley, "Travels in Philadelphia," sketches originally written for *The Philadelphia Public Ledger*. The book is published by David McKay.

"POLYOOOLY DANCES," by Edgar Jepson, is one of the first experiments in the much discussed paper bound book, and the publishers, Messrs. Duffield & Company, who brought it out, will follow it up with other books in the same form and price.

CORNELIA Stratton Parker's "An American Idyll" will long be remembered because of its rare quality of friendliness. Carelton H. Parker, too, had a genius for friendship. Mrs. Parker unconsciously drew hundreds of people to her by the glimpses of their home life, their ambitions, and her enthusiasm for her husband's life work which she so generously shared. No wonder Carleton H. Parker's "The Casual Laborer and Other Essays" just published by Harcourt, Brace & Howe has such a large audience awaiting it.

LITERARY London seems to be astir over "The London Venture" by Michael Arlen. It seems that George Moore is accused of writing the book, but Mr. Arlen on being interviewed states that if he himself is really Mr. George Moore, the report is "grossly exaggerated." Dodd, Mead & Company have just published the book in this country.

M. PHILIPPE BUNAU-VARILLA, whose book, "The Great Adventure of Panama," Doubleday, Page & Company announce for publication on March 26th, was the engineer of the old French Canal Company and created a new nation in order to ensure the joining of the Atlantic and Pacific at Panama. When Columbia refused to ratify the Hay-Herran Treaty, he organized the bloodless revolution that made Panama a nation, became its first Minister to this country, and signed the treaty that made possible the building of the Canal by the United States. Tho well past sixty years of age, M. Bunau-Varilla lost a leg at Verdun, and in recognition of his services, France made him a member of the Legion of Honor and decorated him with the Croix de Guerre with two palms. His book reads like the great adventures of the days of Raleigh or Drake or the Continental gentlemen who early came to New France.





### AN EFFECTIVE DISPLAY ON EUCLID AVENUE

Korner and Wood of Cleveland have always been strong advocates of a selling method that puts their whole pressure behind some special book which has appealed to them. In this way they have established many records for quantity sales. One of their special drives this season was on O'Brien's "White Shadows of the South Seas," of which we reproduce their window display.

### Will Canada Turn More Largely to English Text-Books?

One effect of the increasing price of educational textbooks of U. S. publications says the Canadian *Bookseller and Stationer* is that many of these are being eliminated by Canadian schools and colleges, being replaced by textbooks from England and others published here in Canada. The teachers and professors are nothing loath to change to the British and Canadian publications, and it seems probable that this tendency will continue to grow, and that the change will become permanent even tho prices of U. S. books may subsequently go down again to normal prices. One of the latest recommendations along this line is that of President MacLean of the University of Manitoba to replace U. S. textbooks used there by ordering instead Canadian and British books in cases where educational advantages do not intervene.

The *Publishers' Circular*, in the March 6th issue publishes a letter sent by a well-known Canadian publisher and bookseller to the President and Faculty of the University of Manitoba and Affiliated Colleges:

"GENTLEMEN:

"In considering text books for next fall and winter terms, will you please give the following points your earnest consideration?

(1). Do you realize that by authorizing so many American texts that you are contributing thousands of Canadian dollars to American publishers?

(2). Do you realize that the same American publishers are continually advancing their prices which were already so high?

(3). Do you realize that every dollar spent for American-made books helps to increase the unfavorable trade balance against us?

(4). Do you realize that they extract their "pound of flesh"; not one of them is

willing to share one fraction of a cent of this unfavorable exchange?

(5). Do you realize that these same publishers estimate they are one million books short at the present time, and that there will be a serious shortage of their books next fall?

(6). Do you realize that ample supplies of British-made texts are now available, and at scarcely any increase over pre-war prices?

(7). Do you realize that by getting out your curriculum early that these British books will be available in ample quantities for the fall terms and at retail prices from 20 per cent. to 50 per cent. less than similar American books?

We feel that the University should lead in fostering trade with the Mother Country. Put your words into deeds by authorizing books, edited by British scholars, and produced by British publishers, who employ British workmen (the very Tommies who really won the war).

We believe that the Canadian universities heartily approve of this movement to use British educational works in Canada. With some few exceptions British publishers neglect the Canadian field very much, while the Americans are constantly canvassing the Canadian professors and sending samples.

For the reasons mentioned, the present seems an excellent opportunity to introduce the text books of British authors in Canada."

A review of William Roscoe Thayer's "Theodore Roosevelt" (Houghton Mifflin) appeared recently in the *North China Daily News*. In closing, the reviewer questions what might happen to China if such a man should arise among the Chinese and concludes, "May the birthday of such a one be hastened!"

## The Case of the Book Reviewer

"Men of letters are shy of revealing their economic affairs, however much they may be fond of spiritual autobiography," says *The London Athenaeum*, "and we believe this to be the first time that a direct reference has been made to the fact that literary journalists at the present moment receive precisely the same payment for their work as they did before the war. Is there any other profession or trade whatever in a similar case? If there is, we have not heard of it. Moreover, of all his journalistic colleagues, it is precisely the reviewer who has to suffer most. His position never was a particularly happy one; his livelihood was never absolutely secure; he has always been paid by the piece. But altho his condition in the years before the war was by no means enviable, he managed to rub along. If he was lucky he might make five pounds a week.

But the reviewer who was lucky to make five pounds a week in 1913 needs a good deal more luck to make five pounds a week in 1920. Obviously since the rate of payment remains the same, he must persuade this editor to print the same amount of his work. And this is precisely what the editor cannot do. He cannot give the same space to book reviews that he did in 1913, for the simple reason that he has not got the same space to give. If anyone were to compare the total amount of space given to book reviews in the daily and weekly press before the war with the space given to them to-day, he would, we think, find that the total for 1920 is not more than one-half what it was in 1913. We may say quite categorically that no journal which devotes considerable space to criticism of the highest quality it can get, irrespective of the name of the writer, is in any danger of becoming a gold mine for its proprietor. The price of paper has quadrupled, the wages of the printers have more than doubled, the cost of replacing machinery is anything up to six times what it used to be. As a set-off to this the advertisement rates have increased perhaps by one-half, and the selling price in the case of a daily newspaper may have been doubled. On an average we may say that the expenditure has increased twice as much as the revenue. A journal of the kind we are considering, where the editor makes it a point of honor to devote an adequate space to the best criticism he can obtain, cannot command the enormous circulation necessary in order that the advertisement rate may be advanced automatically *pari passu* with the increased expenditure. It is an unfortunate fact, which has nevertheless to be faced, that the number of people who will pay, say, twopence a week solely for criticism which they consider good is at the outside about fifty thousand. If it costs one shilling a week the figure would drop immediately to the neighborhood of ten thousand. It is certainly not by the quality of its literary criticism that "big circulation" is made for a newspaper.

"Thus it is that the proprietors of a newspaper that prints literary criticism worthy the name cannot afford to pay double for it. A good literary page is merely, as the honest editor only too well knows, an encumbrance in the struggle for circulation. If he is a truly modern editor he will discard it altogether and devote it to personal paragraphs about heavy-weight boxers, prominent divorcées, and an extra column of racing tips. In that way he stands a reasonable chance of increasing his proprietor's dividends and his own salary at least. Fortunately not all the editors are of the truly modern brand yet; but very probably the whole of the next generation of editors will be. The weakest go to the wall; and it would be merely obstinacy that could close our eyes to the fact that among all journalists, sporting, religious, political and the rest, the literary journalist is the one who provides the commodity for which there is the least demand. The wages of any other journalist are likely to be doubled before his. It is a question of economics.

"The appetite for good literature and good criticism is created by good literature and good criticism; there is no other way. As the literary journalist is slowly dragged under by the clutch of the economic factor, the opportunity of remedying his condition grows less and less. At all costs this process of accelerated degradation must be prevented. Those who have it in their power to prevent it are the few who are faithful to good work in literature and the arts. They must set themselves to make proselytes, not for this journal rather than any other, but for any journal which treats literature seriously and makes a real effort to provide honest and enlightened criticism."

## Why Not Hire Arnold Bennett

"Why not hire Arnold Bennett?" asks Ralph Bartholomew in *Printing Art*, and continues:

"An ad writer gets one hundred dollars a week, that is \$2.85 an hour. A page in a popular weekly costs six thousand dollars. A picture must, of course, go on this page. This is absolutely essential. So the advertiser hands over two hundred dollars for art work. But, alas, the picture does not fill all the page. Some space is left. This must be filled. What shall we put in it? Words, of course. How many? Measure the space! There is room for three hundred and fifty words set in 14-point Goudy. And tell the head of the Copy Department that we must have three hundred and fifty words by five o'clock.

It actually takes Smithers two hours to furnish a little matter of three hundred odd words. Smithers, remember, gets a hundred dollars a week, or \$2.85 an hour. And so:

Cost of Space .....	\$6000.00
Cost of Art Work .....	\$200.00
Cost of Copy .....	\$5.70

If I were an advertiser and had two hundred thousand dollars to spend, I would set aside one hundred thousand dollars for the maga-



zine space, and then I would run over to London, or the Five Towns, or Paris, or wherever Mr. Arnold Bennett is to be found. And when I had found Mr. Bennett I would say, 'Sir, thru years of patient practice you have acquired such mastery over words that your style is as perfect in its way as is the technique of Ignace Paderewski or the magical touch of Fritz Kreisler. Then, too, you have such a delightful sense of humor, and such a whimsical, entertaining way of putting things that your reader is led along willy-nilly. Above all, you can make people act.

"You are, sir, a great novelist, but you are only one of a group of great novelists. There is Conrad, and Galsworthy, and Wells. But as an *advertising writer* you would be a Michael Angelo, a Leonardo da Vinci, a Velasquez! You would be remembered thru all the ages as the topmost pinnacle in the art of writing advertising literature.

"It happens that I am making automobiles, or motors, as you would call them. I make them so well that I honestly believe them to be the best in the world. I want you to tell the people of America about them. When they have read your winged words they will be content to ride in no other car than mine—that is in the best."

And Mr. Bennett, after scanning the tessellated pavement (for I am sure there is such a pavement wherever Mr. Bennett resides), might accept. And again he might not.

But my point is that I could better afford to pay the publishers one hundred thousand dollars for the space, and Mr. Bennett one hundred thousand dollars for writing something worth while to put in that space, than to pay one hundred and ninety-nine thousand dollars for the space and one thousand dollars for the copy to go in it.

Because it is the copy which sells, if anything does. It is not the pictures. It is not the fact that a fortune has been paid for white paper. This may impress the advertising fraternity—but not the public. If they read the advertisements at all, it is to be informed—really to be told something—to learn something about your commodity.

### John Murray Talks on Present-Day Books

"More books are being written to-day than ever before in the history of publishing," says Mr. John Murray in an interview given to the *London Weekly Dispatch*. "The average is better than it was thirty or forty years ago, but there are many MSS. which never will and do not deserve to see the light.

"During the past year we have received an average of three manuscripts a day.

"Great numbers of people have contracted a feverish desire to write novels, but many of them have no real knowledge of the author's craft, and are sadly unequal to the task they undertake.

"Any successful novel now seems to call into existence a veritable host of aspirants who are fired to emulate the happy author.

"Two vital qualities which are often lacking in the novelist of to-day are:

(1) *A sense of humor*, and

(2) *A really clever working out of the plot.*

"It is too early yet to say what will be the effect of the war on fiction. Recently there has been a tendency for novelists to deal with sex problems in their stories. I sincerely hope this is a passing phase. My experience is that the 'wholesome' novel meets with success just now.

"The most striking thing I have noticed in regard to the evolution of war books in three clear-cut stages to which they belong. First, there was a craze for personal reminiscences of soldiers. That died out, and was succeeded by a demand for prisoners' stories.

"That has also died out, and the third and existing demand is for histories of units—regiments and divisions—and many of these histories are being written, and they will together form the material for a permanent history of the war.

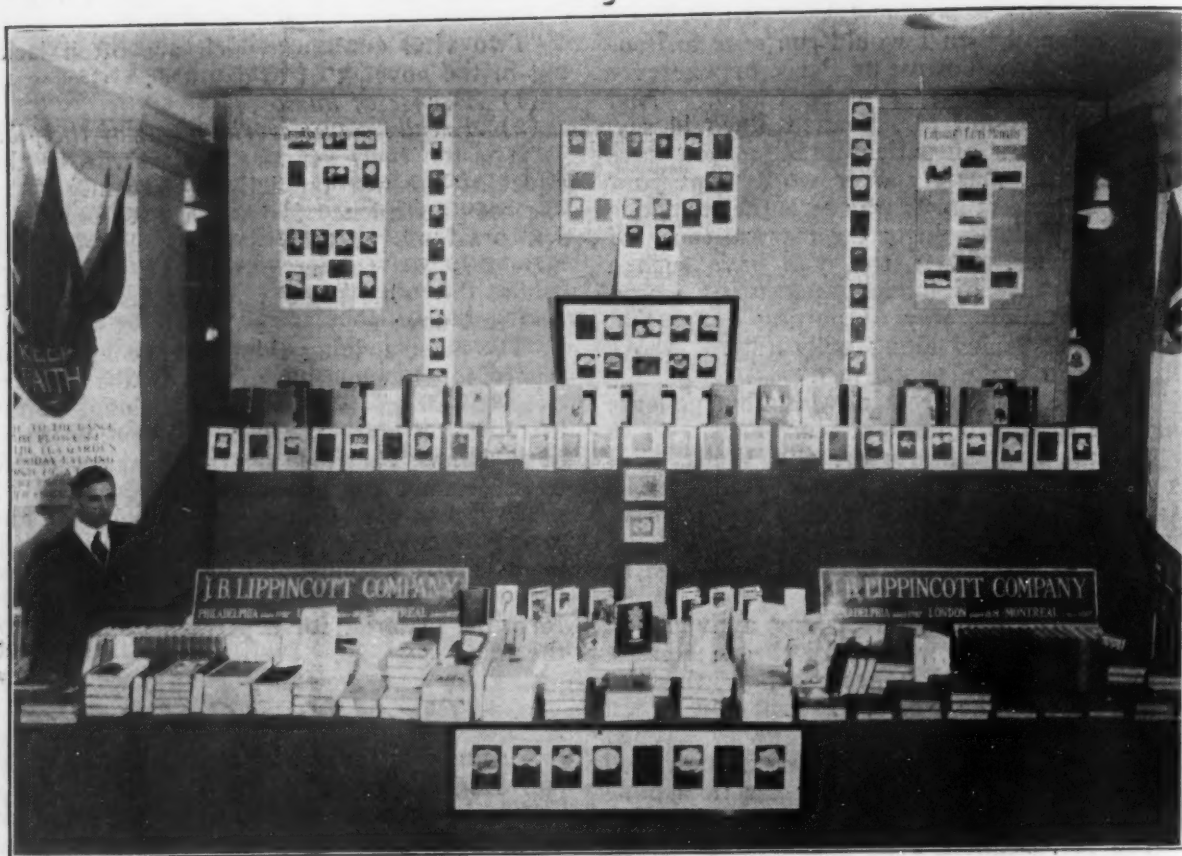
### The 44-Hours Conference

A column in the *British and Colonial Printer and Stationer* says:

"The conference with reference to the request for a further reduction of the working week from 48 to 44 hours, took place on February 24. The chair was occupied by Mr. Alfred F. Blades, president of the Master Printers' Federation, and the newspaper proprietors' organizations for the provinces were fully represented. The Right Hon. C. W. Bowerman occupied the vice-chair, and presented the case for the trade unions, and expressed their appreciation of the generous character of the agreement arrived at in March, 1919, but pointed out that at their administrative council it was felt that the hours could be still further reduced to eight hours for five days in the week and four hours on Saturday, and that this would not inflict any serious injury on the trade. Mr. Blades, in reply, intimated that the employers were unanimous in their opinion that the reduction in hours and increases in wages had made the cost of printing so high that they had good evidence that orders had been considerably curtailed, and Mr. Goodwin gave instances from all parts of the country. A number of speakers took part in the discussion, and it was finally decided that the views of the employers should be submitted to the Administrative Council of the Printing and Kindred Trades Federation which meets in April."

### A Good Book Page

In any estimate of the newspaper book-pages of the country, credit must be extended to the *Christian Science Monitor* for its Wednesday page called "Book Reviews and Literary News." Especially is this so of the New York Literary Letter which is the chief feature, a letter signed by one "Q. R." and one of the most newsy and interesting columns that appears in any sheet. The page has a special article, reviews and news items.



A BOOKSTALL AT THE PHILADELPHIA FLOWER SHOW

At the annual flower show, J. B. Lippincott Co. decorated an attractive booth and found it produced publicity that was well worth while.

### The Four Points of a Good Letter

"The little progress that has been made in letter writing compared with progress in other kinds of advertising is due in large measure to the lack of proper instruction offered by our schools and colleges on this subject," according to *Printers' Ink*. "Our educational institutions have trailed far behind and have given their graduates only rules of rhetoric and syntax. Business will not remain satisfied with our present school system until it begins to give students the sort of knowledge and experience that will produce initiative, personality and inspiration, and not mere verbiage. Better letters are produced only by better letter writers. Most of the training to be obtained in letter writing is to be had in commercial offices. The college man of today begins his work without experience in business correspondence, but the universities of tomorrow will turn out a finished product ready for the payroll.

"There are four points which seem to me to make up the ideal letter—personal or business. These are (1) truth, (2) concentration, (3) logic and (4) diction.

"One of the greatest things we can do is to impress upon letter writers in all departments of business the necessity and rich productivity of truth, and dispel, if we can, the idea that the written word is not as dependable and emphatic as the spoken word in a personal interview."

### Books as Decoration

One of the very attractive features of the new Chicago book shop of Miss Fannie Butcher is the lighting system, which lends unusual attractiveness to the room and really makes a live picture of the interior as it is seen from the outside. The shelves are fairly high and are strongly illuminated with lights similar to those used in an art gallery. This illumination brings out vividly the bright colors of the wrappers, and instinctively draws one's eyes to the shelves. One appreciates what books can mean in a house when rows of them have the attractive appearance that these shelves show. This system might well be more widely introduced, especially in the small shop, where there is no large use of central counters.

Advertising has influenced printing enormously—formerly in the direction of extreme vulgarity; but, during this last twenty years or more, with an ever-rising standard. For advertisers have shown themselves sensitively responsive to the improved taste in typography, and, in their turn, have spread this improvement in ever-widening circles. The advertisement, which was formerly a medley of types, is now often an admirable piece of design or pattern, restrained, and in excellent taste: tho the other kind of taste is still abundant.—J. H. Mason in the *London Athenaeum*.



## Mrs. Humphry Ward

Mary Augusta Arnold, who became famous under her married name of Mrs. Humphry Ward, was born in Hobart, Tasmania, June 11, 1851, the daughter of Thomas Arnold, second son of Dr. Arnold of Rugby, and a niece of Matthew Arnold. At the age of twenty-one she married Thomas Humphry Ward, an editor and author of eminence, who survives her.

It was not until several years after her marriage that Mrs. Ward attempted authorship. Her first book was a child's story, "Milly and Olly," in 1881. A translation of "Amiel's Journal" followed in 1885. "Miss Brether-

STATEMENT OF THE OWNER, HIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, Of the PUBLISHERS' WEEKLY, published weekly at New York, N. Y., for April 1, 1920.

STATE OF NEW YORK, ss.  
COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the PUBLISHERS' WEEKLY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher . . . . . R. R. BOWKER CO.  
62 West 45th St., New York.  
Editor . . . . . R. R. BOWKER.  
62 West 45th St., New York.  
Managing Editor . . . . . F. G. MELCHER.  
62 West 45th St., New York.  
Business Manager . . . . . JOHN A. HOLDEN.  
62 West 45th St., New York.

2. That the owners are:

R. R. BOWKER CO., 62 West 45th St., New York.  
R. R. BOWKER, 62 West 45th St., New York.  
A. H. LEYPOLDT, (Estate of) Morristown, N. J.  
J. A. HOLDEN, 62 West 45th St., New York.  
S. B. LYND, 62 West 45th St., New York.  
F. G. MELCHER, 62 West 45th St., New York.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee in acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

J. A. HOLDEN, Business Manager.

Sworn to and subscribed before me

this 20th day of March, 1920.

ARMOND FRASCA,

Notary Public, N. Y. Co., N. Y., No. 346

Reg. No. 1368

My commission expires March 30, 1921)

[Seal.]

Certificate filed in New York Co. No. 497  
New York Register No. 1450.

ton," a novel of theatrical life, came in 1886. Then in 1888 appeared what will doubtless always be considered her *magnum opus*, "Robert Elsmere." This novel, which was far and away the "best seller" of its time, was a theological or ecclesiastical study, and was a detailed discussion of the "higher criticism" of that day. It was that quality which provoked Gladstone to write his review of it for "The Nineteenth Century."

A long list of popular novels followed her masterpiece: "David Grieve," 1892; "Marcella," 1894; and its sequel, "Sir George Tressady," in 1896; "The Story of Bessie Costrell," 1895; "Agatha," 1905; "Helbeck of Bannisdale," 1898; "Eleanor," 1900; "Lady Rose's Daughter," 1903; "The Marriage of William Ashe" appeared in 1905; "Fenwick's Career," 1906; "Diana Mallory," 1908; "Marriage à la Mode," 1909; "Lady Merton, Colonist," 1910; "The Case of Richard Meynell," 1911; "The Mating of Lydia," 1913; "The Coryston Family," 1913; "Delia Blanchflower," 1914; "Eltham House," 1915; "A Great Success," 1916; "Lady Connie," 1916; "England's Effort," 1916; "Towards the Goal," 1917; "Missing," 1917, and "A Writer's Recollections," 1918; "Elizabeth's Campaign," 1918; "Fields of Victory," 1919.

Her new book, "Harvest," will be published by Dodd, Mead, April 10.

## Ambrose Bierce's Death Charged to Villa Band

SAN FRANCISCO, March 24.—A signed statement that he has evidence that Ambrose Bierce, noted writer, who disappeared in 1915, was put to death by a Villista firing squad near the village of Icamoli, on the trail to Monterey, was made in *The San Francisco Bulletin*, dated March 24, by J. H. Wilkins, a special writer, who has returned from Mexico after a search for evidence as to Bierce's fate.

Wilkin's informant, he said, was a member of the band that executed Bierce, and showed the writer a picture of Bierce, taken from his clothing after the execution.

After the split between Villa and Carranza, Bierce was attached to the Carranza forces as a military expert, Wilkins said, and was captured while directing a mule train bearing a shipment of arms out of Torreon and shot.

## Smith vs. Quaritch

A writer in the "London Times" decides that George D. Smith was not much of a bookseller and proves his case by a comparison of the amount of purchases made by Quaritch and Smith at the Hoe sale. The discovery will probably next be made that Mr. Dring out-bought Smith at the sale at Britwell Court Library selections last December. There is not much difference as to which would be the most original discovery.

## CHANGES IN PRICES

### BRENTANO'S.

Memoirs of the Private Life of Marie Antoinette, \$8.50 net.  
Cellini, 2 vols., \$8.50 net.  
Dictionary of Etiquette, \$1.50 net.

### THE CENTURY CO.

White Shadows in the South Seas, by Frederick O'Brien, from \$4.00 to \$5.00.  
A Vagabond Journey Around the World, by Harry A. Franck, from \$4.50 to \$5.00.  
Vagabonding Down the Andes, by Harry A. Franck, from \$4.50 to \$5.00.  
Abroad at Home, by Julian Street, from \$4.50 to \$5.00.  
American Adventures, by Julian Street, from \$4.50 to \$5.00.  
Ranch Life and the Hunting Trail, by Theodore Roosevelt, from \$4.50 to \$5.00.

### HARPER & BROTHERS

All Mark Twain titles in leather to \$2.75. To go into effect immediately.  
All Bubble Books on May 1st, from \$1.25 to \$1.35 each. Orders will be filled at the present price until May 1st.

## Obituary Notes

W. Y. FOOTE of Syracuse died on March 24th from complications which followed an operation performed the previous week. Mr. Foote was 57 years of age, a graduate from Syracuse University in the class of 1887. He began his connection with the book business while still in college, at the news-depot of T. W. Durston. After college followed six years of teaching the classics and then his love of books brought him back into business, again in the employ of Mr. Durston, with whom he stayed until that firm failed.

Later, he organized the firm of Foote, Bailey and Sackett and, when this firm dissolved, continued in the business as W. Y. Foote Co.

Mr. Foote was one of the most active workers for the American Booksellers' Association in its formative days, and served on its executive committee. After several years absence he attended and spoke at the Boston convention last May. He was a great lover of books and of music, a man of great personal charm and was widely beloved in the city where he lived for so large a part of his life.

### W. Y. FOOTE—A TRIBUTE

Will Foote was a bookseller for the love of it. He had the vision. Books were to him more than merchandise, and sales were more than profits. He represented the great body of men and women who in many lines carry forward the ideals of education and inspiration thru the printed word. He served his city well. His best monument will be the maintenance and development of his business in serving the public with good books.

PAUL M. PAINE.

Librarian of  
Syracuse Public Library.

Mr. Charles Garvice, the English novelist, died on March 1, at his home at Richmond, after a short illness. He was one of the most famous writers of best sellers of our time.

Some who tried to discover what made women in England and the United States buy his stories at the rate of over a million a year (one year, 1912, close on 1,750,000 were sold), complained that "they were all alike." That was why the women liked them. Mr. Garvice told very much the same story over and over again: it was the story that his readers could never be told too often. "Just a Girl" was the book that first won him his position in the hearts of women. He managed to write instinctively in such a way that every girl or woman of undeveloped imagination saw herself in the heroine's place; while the shop-assistant or the mill-hand pored over them in the dinner hour, while the typist or the clerk forgot the flight of time in the train or omnibus on the way home, they were picturing themselves in the situation which Mr. Garvice described.

## Personal Notes

ROBERT S. HAYES of Doran's is at Asheville recovering from a severe illness that caught him three weeks ago at Cincinnati. He was taken with pneumonia followed by pleurisy and jaundice which brought him down low indeed. Mrs. Hayes has been with him, and John Kidd proved a friend in need. Convalescence is going on nicely.

MISS ETHEL JACKSON, formerly assistant to Miss Gaige at Macy's book department, has just joined the scenario department of the Fox Film Company at their New York headquarters.

## Periodical Notes

CHARLES DANA GIBSON, the artist, has purchased the controlling interest in "Life." He will take active charge of the publication on April 1.

## Business Note

The John Lane Co. has moved from 116 West 32nd Street to 786 Sixth Avenue.

THE beautiful new home of the Arbor Press, the printing business of Douglas C. McMurtrie, has just been completed on the Boston Post Road between Greenwich and Stamford, Connecticut. The plans of the Arbor Press include a training school to prepare workers for the skilled processes of printing and a housing plan for employees.

HARPER & Brothers have just taken over seven floors of an adjoining loft building to be used for stock and shipping purposes. One whole floor of this building will be given up to the handling of "The Bubble Books," the sales of which have now reached the enormous total of one million volumes a year.



## THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

**Abbott, Lyman, D.D.**

Inspiration for daily living; selections from the writings of Lyman Abbott; selected and arranged by O. E. P. S. 374 p. O [c. '19] Bost., Pilgrim \$1.50

**Arlen, Michael**

The London venture; with drawings by Michel Sevier. 188 p. D [c. '20] N. Y., Dodd, Mead bds. \$1.50 n.

Sketch of London society as seen thru the eyes of a young Armenian who came to London to study.

**Baldwin, James**

The story of liberty. 240 p. col. front. il. pors. D [c. '19] N. Y., Am. Book Co. 88 c.

**Banning, Margaret Culkin**

This marrying. 290 p. D [c. '20] N. Y., Doran \$1.75 n.

Romance of a modern girl who accepts a position on the staff of a struggling paper and falls in love with the editor.

**Barney, Danford**

Chords from Albireo [verse]; with a foreword by Lawrence Mason. 100 p. O c. N. Y., J. Lane bds. \$1.50 n.

**Barrett, Wilton Agnew**

Songs from the journey [verse]. 93 p. D [c. '20] N. Y., Doran bds. \$1.25 n.

**Bell, Walter George**

Unknown London; with 17 illustrations. 12+254 p. pls. fold. map D '19 N. Y., J. Lane \$1.50 n.

Information concerning London antiquities and curiosities, historical records, etc.

**Benson, Stella**

Living alone. 12+263 p. D N. Y., Macmillan \$1.75 n.

Allegorical fantasy.

**Bentwich, Norman De Mattos**

Hellenism. 386 p. O (Movements in Judaism) '19 c. '20 Phil., Jewish Publication Soc. of Am. [Broad St. & Girard Ave.] \$1.75

Account of the disintegration of the civilization of classical Hellas during the three centuries immediately preceding the Christian era.

**Bible. New Testament**

The sayings of the Lord Jesus Christ as recorded by his four evangelists; collected and ed. by J. W. Mackail. 2d ed. 152 p. Q '19 Portland, Me., T. B. Mosher bds. \$2.50

Book (The) review digest; fifteenth annual cumulation; reviews of 1919 books; ed. by Mary Katharine Reely assisted by Pauline H. Rich. 634 p. Q N. Y., H. W. Wilson & Co. \$5

**Borden, Mary**

The romantic woman. [American ed.] 347 p. D N. Y., A. A. Knopf \$2 n.

Story of the disillusionment and gradual readjustment of a Chicago heiress who marries into the British military aristocracy.

**Bridges, James Winfred**

An outline of abnormal psychology. 126 p. O '19 c. Columbus, O., R. G. Adams & Co. \$1.25 n.

**Brown, Henry Collins**

Valentine's city of New York; a guide book; with 6 maps and 160 full page pictures. 8+384 p. T [c. '20] N. Y., Valentine's Manual, 15 E. 40th St. \$1.50; pap. \$1

**Brown, William Adams**

New thoughts on an old book. 151 p. S [c. '20] N. Y., and Cin., Abingdon Press \$1 n.

Studies on the Bible.

**Bruhns, Karl Christian**

A new manual of logarithms to seven places of decimals. 12th ed. 23+610 p. Q N. Y., Lemcke & Buechner \$2; hf. leath. \$2.50

**Archer, Gleason Leonard**

Building a school; a fearless portrayal of men and events in the Old bay state, 1906-1919. [New ed.] 316 p. por. O '19 c. Bost., Suffolk Law School Press \$1.25

**Bankers Trust Company**

America's merchant marine; a presentation of its history and development to date with chapters on related subjects. 257 p. S c. N. Y., Bankers Trust Co. bds.

**Beeching, Adolphus B.**

The master list of American investors. 682 p. Q [c. '19] Bost., Southgate Press, 87 Broad St. loose leaf with hf. leath. ring binder \$100 n.

**Bodine, George Imlay, jr.**

Above the mist [verse]; with an introd. by Oscar Kuhns. 45 l. mounted front. D '19 c. Phil., Biddle Press bds. (priv pr.)

**Cadmus and Harmonia [pseuds.]**

The island of sheep. 6+170 p. D c. Bost., Houghton Mifflin bds. \$1.50 n.

Story of a representative group of people of different nationalities and from different positions in life who come together at a house party in Scotland and discuss such current problems as the peace treaty, the league of nations, labor reform, etc.

**Capes, Bernard**

The skeleton key; with introd. by G. K. Chesterton. 286 p. D N. Y., Doran \$1.75 n.

Detective story concerning the solving of a mystery which surrounds a beautiful girl.

**Carrington, Hereward [Hubert Lavington, pseud.]**

Your psychic powers and how to develop them. 17+358 p. O c. N. Y., Dodd, Mead \$3 n.

Offers suggestions and advice to those who wish to develop their psychic powers either thru group or personal methods.

**Chase, Joseph Cummings**

Soldiers all; portraits and sketches of the men of the A. E. F. 475 p. il. pls. pors (part col.) O [c. '20] N. Y., Doran bds. \$7.50 n.

Author was sent to France by the War Department to paint the portraits of officers and selected men in the A. E. F. Accompanying each portrait is autograph and war record.

**Chittick, Alexander**

Social evolution. 124 p. D [c. '19] Peoria, Ill. [Alexander Chittick, Lehmann Bldg.] \$2

Attempts to point out the cause of man's inhumanity to man and emphasizes the value of a life of service.

**Cobb, Thomas**

The silver bag. 287 p. D '19 N. Y., J. Lane \$1.75 n.

Amusing story concerning the discovery of a silver hand-bag and an anonymous claimant.

**Cohen, Octavus Roy**

Gray dusk. 262 p. D '20 c. '19 N. Y., Dodd, Mead \$1.75 n.

Detective story set in the swamp country of South Carolina.

**Corelli, Marie [Minnie Mackay]**

A romance of two worlds. 324 p. D (Popular copyrights) [n. d.] N. Y., Grosset & Dunlap \$1

**Coutts, Thomas**

The life of Thomas Coutts, banker, by Ernest Hartley Coleridge. 2 v. 12+305; 9+459

p. pls. pors. facsm. fold. geneal. tabs. O N. Y., J. Lane \$10 n.

Collection of the letters together with an account of the life of this prominent London banker of the eighteenth century.

**Crocker, Alfred Armstrong**

Modern dentistry for the laity and industrial dentistry for the corporation, modern preventive dentistry and industrial welfare dentistry. 112 p. D [c. '20] Cin., Dental Register, 18 W. 7th St. bds. \$1 n.

3d ed.

**Darby, Rev. A.**

The mechanism of the sentence; an explanation of the relations of words in organized speech for the use of teachers of language. 210 p. D N. Y., Oxford Univ. \$3

**Dawson, Richard**

Red terror and green; the Sinn Fein-Bolshevist movement. 5+272 p. D [c. '20] N. Y., Dutton \$2.50 n.

Explanation of the origin and development of Sinn Fein.

**De l'Hôpital, Winefride Mary**

Westminster cathedral and its architect; with an introd. by W. R. Lethaby; with 160 il. v. 1, The building of the cathedral; v. 2, The making of the architect. 2 v. 16+10+694 p. pls. (part col.) plans por. Q ['20] N. Y., Dodd, Mead \$12 n. bxd.

Account of the conception and construction of this great Byzantine cathedral with story of the life of the architect, John Francis Bentley. Index. Author is daughter of the architect.

**Doyle, Sir Arthur Conan**

The guards came through, and other poems. 76 p. D [c. '20] N. Y., Doran bds. \$1.25 n.

**Dunn, Courtenay**

The natural history of the child; a book for all sorts and conditions of men, women and children. 316 p. D c. N. Y., J. Lane \$2 n.

History of the child from bygone days down to the present time dealing with his schooling, his play, his religion, his afflictions, etc., and giving curious and out-of-the-way quotations and information.

**Dyke, Andrew Lee**

Dyke's automobile and gasoline engine encyclopedia. 11th ed., containing 532 charts, inserts, dictionary, index, and supplements on the Ford, Packard, airplanes, and Liberty "12" engine; treating on the construction, operation and repairing of automobiles and gaso-

**Carnegie Endowment for International Peace**

Epitome of the purpose, plans and methods of the Carnegie Endowment for International Peace; abstract of the year book, 1919 39 p. pls. D '19 Wash., D. C., Carnegie Endowment for Internat. Peace pap. gratis

A manual of the public benefactions of Andrew Carnegie. 8+321 p. pls. por. O '19 Wash., D. C., Carnegie Endowment for Internat. Peace

**Cherrington, Ernest Hurst**

A new plan of campaign in the interest of national prohibition. 22 p. O [n. d.] Westerville, Ohio, Am. Issue Pub. pap. 10 c.

**Clark, Coleman Tileston, and Clark, Salter Storrs, jr.**

Soldier letters; their stories in extracts from their

letters and diaries. 174 p. pls. pors. maps O [c. '19] Westfield, N. J., Salter Storrs Clark (priv. pr.)

**Clauson-Thue, W.**

The A B C universal commercial electric telegraphic code, improved by the addition of a code condenser; specially adapted for the use of financiers, merchants, shipowners, underwriters, engineers, brokers, agents, etc., suitable for everyone; simplicity and economy palpable, secrecy absolute. 5th ed. 6+1400 p. D c. '19 N. Y., Allied Code Co. of the U. S., 233 Broadway \$12

**Douglas, Clarence B.**

A book o' verse. 54 p. por. S [c. '19] [Tulsa, Okla., Employer Ptg. Co.] leath. (priv. pr.)



line engines; also trucks, tractors, airplanes, and motorcycles. 8+940 p. il. 4 fold. pls. (1 col.) diagrs. O c. '20 St. Louis, A. L. Dyke, Granite Bldg. \$6

**Falkenhayn, Erich Georg Anton Sebastian von**  
The German general staff and its decisions, 1914-1916. 333 p. maps (part fold.) O c. N. Y., Dodd, Mead \$5 n.

Information concerning the German military machine and account of author's prominent part in the great war. Author was German minister of war (1914) and later chief of staff.

**Federal Council of the Churches of Christ in America. General War-Time Commission of the Churches**

War-time agencies of the churches; directory and hand-book, ed. by Margaret Renton. 337 p. D [c. '19] N. Y., Federal Council of the Churches of Christ in America, General War-time Commission of the Churches, 105 E. 22d St. \$1

**Fernberger, Samuel Weiller**

An introspective analysis of the process of comparing. 161 p. O (Psychological monographs) '19 Princeton, N. J., Psychological Review Co. pap. \$2.40 n.

**Filkins, G. C.**

China painters' A B C; a primer for beginners, with many hints for the advanced student and teacher. 147 p. il. D Milwaukee, Trade supplied by C. N. Caspar Co. \$1.50 n.

**Fisher, Sir John**

Memories and records. v. 1, Memories; v. 2, Records. 278; 264 p. pls. pors. O [c. '20] N. Y., Doran \$8 n.

Collection of reminiscences and a record of author's career together with sidelights on the war. Lord Fisher is Admiral of the Fleet and has spent most of his life in the British navy.

**Fitzgerald, F. Scott**

This side of Paradise. 304 p. D c. N. Y., Scribner \$1.75 n.

Novel following the boyhood, college life, love affairs and war experiences of the hero and reaching its climax in the clash between his desire to take up the life of an artist and the pull of a deeply seated orthodoxy.

**Frankau, Gilbert**

Peter Jameson; a modern romance. 431 p. D c. N. Y., A. A. Knopf \$2 n.

Romance of married life having its setting in present day England.

**Franklin, Benjamin, and Edwards, Jonathan**

Benjamin Franklin and Jonathan Edwards: selections from their writings; ed. with an introd. by Carl van Doren. 34+368 p. S (Modern student's lib.) [c. '20] N. Y., Scribner \$1 n.

**Gale, Zona**

Miss Lulu Bett. 5+264 p. D c. N. Y., Appleton \$1.75 n.

Story of Middle Western life portraying Lulu Bett, a patient drudge in her sister's household. Her marriage which appears to be a release proves a tragedy but she finally finds her happiness.

**Gaston, Herbert E.**

The non-partisan league. 7+325 p. D c. N. Y., Harcourt, B. & H. \$1.75 n.

Account of the foundation and growth of this political organization which has a membership of 200,000 Western farmers.

**Gordon, George Angier, D.D.**

Humanism in New England theology. 8+105 p. D c. Bost., Houghton Mifflin \$1.25

Study of the thoughts of New England divines distinguishing between what was of passing interest and what of permanent value.

**Graves, John Temple, jr.**

Two bubbles. 90 p. D [c. '20] Bost., Stratford Co. \$1.35 n.

Story of the redemption of an over-imaginative man.

**Greer, Joseph H.**

Sex science. 154 p. D '19 Chic., Stanton & Van Vliet 60 c.

**Grillo, Ernesto, ed.**

La dolce Favella; a progressive Italian reader for the use of high schools and commercial colleges; with notes. 12+323 p. D '19 [Phil., Peter Reilly, 133 N. 13th St.] \$1.75

**Haggard, Sir Henry Rider**

The ancient Allan. 298 p. col. front. D c. '19-'20 N. Y., Longmans \$1.75 n.

Story of ancient Egypt having as its chief figures Allan Quartermain and Lady Ragnall of author's earlier books.

**Harrison, Austin**

Before and now. 11+269 p. D '19 N. Y., J. Lane \$1.75 n.

Collection of papers discussing the public questions that agitated the English nation between the years 1911 and 1918.

**Hay, James, jr.**

The Melwood mystery. 323 p. D c. N. Y., Dodd, Mead \$1.75 n.

Detective story by author of "The Winning Clue."

**Heidenstam, Karl Gustaf Verner von**

The birth of God; auth. tr. from the Swedish by Karoline M. Knudsen. 32 p. D c. Bost., Four Seas \$1.25 n.

Play in one act.

**Hermannsson, Halldór**

Modern Icelandic; an essay. 66 p. O (Islandica) '19 Ithaca, N. Y., Cornell Univ. Lib. pap. \$1

**Herrick, Cheesman Abiah**

Outstanding days. 282 p. S [c. '20] Phil.,

**Ewing, Presley Kittredge, and Ewing, Mrs. Mary Ellen Williams**

The Ewing genealogy with cognate branches; a survey of the Ewings and their kin in America. 14+185+45 p. pls. pors. coats of arms O [c. '19] Houston, Tex., J. H. Whitney, 627 Binz Bldg. \$5.25

**Groves, Ernest William Hey**

Surgical operations. a textbook for nurses. 8+255 p. il. O N. Y., Oxford Univ. \$8.50

**Hercod, Robert**

La prohibition de l'alcool en Russie. 28 p. O ['19] Westerville, O., Am. Issue Pub. pap. 10 c.

The prohibition of alcohol in Russia. 24 p. O ['19] Westerville, Ohio, Am. Issue Pub. pap. 10 c.

[Am. Sunday-School Union, 1816 Chestnut St.] \$1.25 n.

Discussion of our holidays, historical facts concerning them and appropriate quotations.

**Hessler, John Charles**

Junior science. 250 p. il. diagrs. O c. Bost., B. H. Sanborn & Co. \$1

**Hobson, John Atkinson**

Taxation in the new state. 10+258 p. D N. Y., Harcourt, B. & H. \$1.75 n.

Constructive program for the reform of taxation without injury to industry.

**Holding, Elisabeth Sanxay**

Invincible Minnie. 320 p. D [c. '20] N. Y., Doran \$1.75 n.

Novel centering about an erratic girl.

**Holme, Geoffrey, ed.**

Modern woodcuts and lithographs by British and French artists; with commentary by Malcolm C. Salaman. 7+204 p. il. pls. (part col.) Q ("The Studio" special no.) '19 [N. Y., J. Lane] bds. \$4 n.; pap. \$3 n.

**Holt, Annon Washington**

Lumbermen's building estimator, especially comp. and arranged for retail lumbermen by a retail lumberman; showing at a glance the price per square, at any price per M, of each unit of construction for any frame building, and other information necessary for rapid and accurate estimating. 147 p. forms tabs. diagrs. O '19 c. Harlem, Mont., A. W. Holt leath. \$6 n.

Published also under title: "The Lumberman's Estimating Actuary."

**Hubbard, Elbert**

The liberators; being adventures in the city of fine minds. Anniversary ed. 266 p. por. O '19 East Aurora, N. Y., The Roycrofters bds. \$3

**Hunt, H. Ernest**

Self-training; the lines of mental progress. 5+240 p. D [n. d.] Phil., McKay, 604 S. Washington Sq. \$1.25 n.

Advice concerning the avoidance of wasted effort and the development of the natural capacities.

**Hunt, Rev. Joel Ranson Ellis**

Thy Kingdom come; an appeal for home missions. 126 p. D [c. '20] Rock Island, Ill., Augustana Bk. Concern 75 c.; bds. 50 c.

**Higgins, A. M.**

Constitution of the United States, with comment and explanation; prepared under the auspices of the American Constitutional League. 48 p. D Milwaukee, Trade supplied by C. N. Caspar Co. pap. 25 c. n.

**Hills, Norman T.**

Paintmanship; a course in paint and varnish salesmanship. 193 p. il. S [c. '19] St. Louis, American Paint and Oil Dealer. with subs. to *American Paint and Oil Dealer* \$1

**Hooper, George G.**

Leasehold insurance; an address. 15 p. O [N. Y., Insurance Soc. of N. Y.] pap.

**Hotchkiss, George Burton**

Business English. Rev. ed. 12 v. il. D [c. '16-'20] N. Y., Business Training Corp., 185 Madison Ave.

**Jastrow, Morris, jr.**

The Eastern question and its solution. 157 p. fold. map D c. Phil., Lippincott \$1.50 n.

Presentation of a solution to the Near-Eastern question thru the creation of international commissions.

**Johnson, Stanley Currie**

The stamp collector; a guide to the world's postage stamps. 317 p. pls. D (Collector's ser.) N. Y., Dodd, Mead \$2.50 n.

**Keates, F. L.**

What every clerk must know. 63 p. D [c. '20] Phil., McKay bds. 50 c.

Guide book of practical advice for those engaged in clerical work.

**Kerr, R. Watson**

War daubs: poems. 10+56 p. D '19 N. Y., J. Lane bds. \$1 n.

**Koebel, William Henry**

The great South land; the River Plate and Southern Brazil of to-day. 314 p. O ['20] N. Y., Dodd, Mead \$4.50 n.

Explanation of post-war conditions in South America today, account of the recent influences that have been at work there and a forecast of the great part that this country will play, especially in regard to world trade, in the future.

**Lamb, Harold**

Marching sands. 5+307 p. D c. '19-'20 N. Y., Appleton \$1.75 n.

Story of an expedition to Central China in search of a hidden city.

**Lawrence, Dorothy**

Sapper Dorothy Lawrence, the only English woman soldier, late Royal engineers, 51st division, 179th tunnelling company, B. E. F. 13+190 p. pors. D (On active service ser.) '19 N. Y., J. Lane \$1.25 n.

War experiences of author who in the early days of the war enlisted as an English "Tommy" and served in the capacity of a sapper.

**Leary, Daniel Bell**

A group-discussion syllabus of sociology; topics, questions and references for an introductory college course. 43 l. (5½ p. bibl.) O c. Buffalo, N. Y., Univ. of Buffalo, Coll. of Arts & Sciences pap. \$1 n.

\$55 sold only to those taking the Business Training Corporation course

**Hubble, Edwin Powell**

Photographic investigations of faint nebulae. 17 p. tabs. 2 pls. diagrs. Q (Pubs. of the Yerkes Observatory, v. 4 pt. 2) ['20] Chic., Univ. of Chic. pap. 75 c. n.

**Johnson, William Eugene**

Prohibition in Kansas 89 p. D [n. d.] Westerville, Ohio, Am. Issue Pub. pap. 20 c.

The South Carolina liquor dispensary. 31 p. il. D ['19] Westerville, Ohio, Am. Issue Pub. pap. 10 c.

**Kofoid, Charles Atwood**

A new morphological interpretation of the structure of Noctiluca, and its bearing on the status of the Cystoflagellata (Haeckel). 317-334 p. il. pl. Q (Pubs. in zoology, v. 19, no. 10) Berkeley, Cal., Univ. of Cal. pap. 25 c.



**Lewer, H. William**

The china collector; a guide to the porcelain of the English factories; with a prefatory note by Frank Stevens and 32 il. and reproductions of the authentic ceramic marks. 21+347 p. D (Collector's ser.) N. Y., Dodd, Mead \$2.50 n.

**London, Jack**

The faith of men; and other stories. 286 p. D (Popular copyrights) [c. '04] N. Y., Grosset & Dunlap \$1

The game; with il. and decorations by Henry Hutt and T. C. Lawrence. 182 p. pls. D (Popular copyrights) [c. '05] N. Y., Grosset & Dunlap \$1

Love divine; stories illustrating the power of the love of Christ; suitable for reading at young people's meetings, men's and women's societies, and Sunday schools. 111 p. D [c. '20] Rock Island, Ill., Augustana Bk. Concern 75 c.; bds. 50 c.

**McCutcheon, George Barr**

Anderson Crow, detective; il. by John T. McCutcheon. 353 p. pls. D c. '18-'20 N. Y., Dodd, Mead \$2 n.

Humorous story concerning the ridiculous doings of Marshall Anderson Crow who at the age of seventy-five is the chief citizen and office holder of Tinkletown.

**McMillan, Margaret**

The nursery school. 356 p. il. pls. D '19 N. Y., Dutton \$4 n.

Discussion of the origin, history and future of the nursery school for the care and training of the child of from one to seven years of age. Index.

**Macnaughtan, Sarah**

My war experiences in two continents; ed. by her niece, Mrs. Lionel Salmon (Betty Keays-Young). 12+286 p. por. O '19 [N. Y., Dutton] \$5 n.

Record of author's war work in France, Belgium, Russia and on the Persian front, as recounted in her diaries which were discovered after her death.

**Mahon, Michael Patrick**

Ireland in religion and letters; or, Discourses and writings of Catholic and Irish interest. 191 p. D '19 Bost., T. J. Flynn & Co., 62 Essex St. \$1.50

**Malone, Col. Cecil L'Estrange**

The Russian republic. 153 p. D c. N. Y., Harcourt, B. & H. pap. \$1 n.

Account of author's experiences and investigations in Russia.

**Mander, Jane**

The story of a New Zealand river. 432 p.

D c. N. Y., J. Lane \$1.75 n.

Realistic story of life in an isolated lumber camp in New Zealand.

**Matthews, R. Borlase**

The aviation pocket-book for 1919-20; a compendium of modern practice and a collection of useful notes and formulae, rules, tables and data relating to aeronautics. 7th ed., rev. and enl. 24+535 p. charts O [N. Y., Appleton] \$5 n.

**Maurois, André**

The silence of Colonel Bramble; tr. from the French by Thurfrida Wake; verses tr. by Wilfred Jackson. 202 p. O c. N. Y., J. Lane \$1.25 n.

Amusing account of an English regimental mess in which the peculiarities of the British character are portrayed as seen thru the eyes of a Frenchman.

**Merwin, Samuel**

Hills of Han; a romantic incident; il. by Walt Louderback. 365 p. pls. D [c. '19-'20] Indianapolis, Bobbs-Merrill \$2 n.

Romance having its setting in China.

**Mirick, George Alonzo, and others**

Practice exercises in mental arithmetic. 20+115 p. D [c. '20] Bost., Ginn bds. 48 c.

**Monroe, Harriet, and Henderson, Alice Corbin, eds.**

The new poetry; an anthology; with revised bibliography. [New ed.] 31+404 p. '20 c. '17 N. Y., Macmillan \$2 n.

**Morley, Christopher Darlington**

Travels in Philadelphia; with drawings by Frank H. Taylor. 264 p. pls. S [c. '20] Phil., McKay \$1.50 n.

Sketches of Philadelphia which have appeared in the Philadelphia Evening Public Ledger.

**Morrison, Alfred James**

East by West; essays in transportation; a commentary on the political framework within which the East India trade has been carried on from early times, starting with Babylon and ending very near Babylon. [New ed.] 177 p. D c. Bost., Four Seas \$1.50 n.

**Mosher, Thomas Bird, comp.**

Amphora; a collection of prose and verse chosen by the editor of the Biblot. 3d ed. 208 p. O '19 c. '12 Portland, Me., T. B. Mosher bds. \$3

**Osler, Sir William, M.D.**

A concise history of medicine. 66 p. S [c. '19] Balt., Medical Standard Bk. Co. [301 N. Charles St.] 85 c.

**Lionberger, Isaac H.**

Inflation and prosperity; an essay on money and business. 58 p. D [c. '19] St. Louis, Am. Credit-Indemnity Co., 511 Locust St. pap. gratis

The meaning of property. 4th ed. 113 p. D [c. '19] St. Louis, Am. Credit-Indemnity Co. pap.

**Lucas, Eliza Symmes**

Toast and tea [verse]. 75 p. por. D [c. '19] Columbus, O., Champlin Press \$1

**Miller, Florence Marion, ed.**

Joel Drury Miller, in that land where only true unselfish service counts. 142 p. pls. por. O '19 c. Leominster, Mass., Enterprise Print (priv. pr.)

**National Industrial Conference Board**

A works council manual. 5+32 p. il. D (Research report, 26) c. '20 Bost., Nat. Industrial Conference Bd., 15 Beacon St. pap. \$1

**Ovington, Mary White**

The shadow. 362 p. D c. N. Y., Harcourt, B. & H. \$1.75 n.

Story of a southern girl from an aristocratic family whom fate has placed in childhood on the doorsteps of a negro cabin.

**Parker, Carleton Hubbell**

The casual laborer, and other essays; with introd. by Cornelia Stratton Parker. 199 p. O c. N. Y., Harcourt, B. & H. bds. \$2 n.

Contents: Toward understanding labor unrest; The casual laborer; The I. W. W.; Motives in economic life.

**Percival, Maciver**

The glass collector; a guide to Old English glass; upwards of 100 illustrations. 16+331 p. pls. D (Collector's ser.) '19 N. Y., Dodd, Mead \$2.50 n.

**Porter, Rebecca N.**

The girl from Four Corners; a romance of California to-day; with a front. by Ada Williamson. 373 p. D c. N. Y., Holt \$1.75 n.

Story of a girl brought up among coarse surroundings who has to make her way in a great city.

**Rhead, George Wolliscroft**

The earthenware collector; with 60 il. in half-tone and numerous marks. 317 p. pls. D (Collector's ser.) N. Y., Dodd, Mead \$2.50 n.

**Rohr, William Henry**

Machine molder practice, an instructive, illustrated manual on molder work—the operation and superintendence of the molding machine. 173 p. diagrs. S [c. '19] Indianapolis, Practical Books Co. \$2.50 n.

**St. Nicholas**

Index to St. Nicholas, v. 1-45, 1873-1918; comp. by Anna Lorraine Guthrie. 479 p. Q N. Y., H. W. Wilson Co. \$12

**Sanders, Lloyd**

Patron and place-hunter; a study of George Dodington, Lord Melcombe; with 16 illustrations. 14+294 p. pls. O '19 N. Y., J. Lane \$5 n.

Life of George Budd Dodington presented in its relation to the politics and social life of eighteenth century England.

**Sanford, Chester Milton, and Owen, Grace Arlington**

Modern Europeans; a biographical school reader for the upper grades. 253 p. il. pors. D [c. '19] Chic., Laurel Bk. Co. [325 S. Market St.] 88 c. n.

**Seashore, Carl Emil**

The psychology of musical talent. 16+288 p. front. il. diagrs. O (Beverley educational ser.) [c. '19] Bost., Silver, Burdett & Co., 221 Columbus Ave. \$2.40 n.

**Seeley, Rev. Boudinot**

Christian social hygiene; a guide for youth. 4+152 p. D '19 c. Portland, Ore., Boudinot Seeley, 454 Alder St. \$1.25 n.

**Shimer, Edgar Dubs, comp.**

Fairy stories my children love best of all; il. from original drawings by Lucy Fitch Perkins. 277 p. col. front. il. D c. N. Y., Lloyd Adams Noble [31 W. 15th St.] \$1.25

**Oxford University**

Oxford University calendar for the year 1920. 26+757 p. D N. Y., Oxford Univ. \$2.70

**Pierson, Lewis E.**

Industrial and economic unrest of today; an address. 16 p. O N. Y., Irving National Bank, Woolworth Bldg. pap. gratis

**Piper, Carl Watson**

Electric ranges. 40 p. il. diagrs. O (Engineering Exper. Station bull. 2) '19 Lafayette, Ind., Purdue Univ. pap. gratis.

**Pirtle, Thomas Ross**

Trend of the butter industry in the United States and other countries; simple charts with interpretations. 24 p. diagrs. O (U. S. Dept. of Agric. Dept. circ. 70) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Trend of the cheese industry in the United States and other countries; simple charts with interpretations. 24 p. diagrs. O (U. S. Dept. of Agric. Dept. circ. 71) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

**Poor, Wharton**

American law of character parties and ocean bills of lading, with annotated forms. 283 p. N. Y., Bender \$5.50

**Power, D'Arcy, ed.**

The practitioner's surgery. 3 v. 11+672; 7+526; 8+586 p. il. O N. Y., Oxford Univ. \$35

**Rainwater, Clarence E.**

Community organization. 23 p. (6 p. bibl.) O (Sociological monograph no. 15) c. '20 Los Angeles, Cal., Univ. of Southern Cal., Southern Cal. Sociological Soc. pap. 25 c.

**Rawdon, Henry S.**

A study of the deterioration of nickel spark-plug electrodes in service. 16 p. pls. tabs Q (U. S. Bu. of

Standards technologic pap. 143) Wash., D. C., Gov. Pr. Off.

**Revyuk, Emil**

Trade with Ukraine; Ukraine's natural wealth, needs and commercial opportunities; the Ukrainian co-operative societies and their influence. 23 p. il. map O Wash., D. C., Friends of Ukraine pap.

**Reynold, G. de**

Comment se forme une nation: La Suisse, sa terre et son histoire. 8 p. O (British Academy pubs.) N. Y., Oxford Univ. pap. 40 c.

**Robb, Winfred E.**

The price of our heritage; in memory of the heroic dead of the 168 infantry. 417 p. il. pors. Q '19 c. Des Moines, Ia., Am. Lithographing and Ptg. Co. \$7.50

**Rufener, Louis A.**

The economic position of Switzerland during the war. 88 p. il. tabs. O (U. S. Bu. of Foreign and Domestic Commerce miscellaneous ser. 90) '19 Wash., D. C., Gov. Pr. Off. Supt. of doc. 10 c.

**Rush, George Frederick**

The essentials of equity pleading and practice, state and federal; with illustrative forms and analytical tables, and including forms and procedure in the master's office; also the reforms and changes effected by the United States equity rules in force February 1, 1913. 3d ed. 18+304 p. O '19 c. Chic., Callaghan & Co., \$3.50

**Russian Information Bureau in the United States**

The case of Russian labor against bolshevism (facts and documents). 27 p. O [19] N. Y., Russian Information Bu. in the U. S., 233 Broadway pap. 15 c.

**Sanders, Alvin Howard**

In winter quarters, from Dumbiedykes to town and back again. 220 p. pls. D Chic., Sanders Pub., 542 S. Dearborn St., \$2.



**Stein, E. de**

The poets of Picardy; and other poems. 91 p. D '19 [N. Y., Dutton] \$2 n.

**Stevenson, George**

Benjy. 401 p. D '19 N. Y., J. Lane \$1.75 n.  
Novel following the fortunes of a family of twelve brothers and sisters.

**Still, John**

Poems in captivity. 12+303 p. facsm. D '19 N. Y., J. Lane bds. \$2 n.

Poems written during captivity by a member of the East Yorks regiment who was captured by the Turks at Gallipoli.

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The last straw; il. by George W. Gage. 288 p. D [c. '20] Bost., Small, Maynard \$1.75 n.

Story of a girl, who after having wasted her fortune in New York, inherits a Colorado ranch where she makes good.

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Bookplates; twenty-six photographic prints illustrating 181 bookplates by American, Austrian, Bohemian, Dutch, English, French, German, Hungarian, Italian and Swiss artists; with an introd. by Wilbur M. Stone. 30 p. F N. Y., United Arts and Crafts [145 W. 45th St.] portfolio \$16 n.

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**Vernon, Lucile**

Mephistopheles puffeth the sun out; and other poems. 46 p. D c. Bost., Stratford Co. bds. \$1

**Walsh, Thomas**

Don Folquet; and other poems. 135 p D '20 c. '19 N. Y., J. Lane \$1.50 n.

**Weston, George**

Mary minds her business; with front by John Alonzo Williams. 323 p. D c. '19-'20 N. Y., Dodd, Mead \$1.75 n.

Story having as its theme the rehabilitation of a run-down manufacturing concern in New England by a girl who introduces some novel business methods.

**Wildman, Edwin**

Famous leaders of industry; the life stories of boys who have succeeded. 357 p. pors. D c. Bost., Page Co. \$2 n.

**Williams, Sidney**

An unconscious crusader. 290 p. D [c. '20] Bost., Small, Maynard \$1.75 n.

Business story dealing with the fortunes of a reporter who wins his way in the newspaper world.

**Young, W. A.**

The silver and Sheffield plate collector; a guide to English domestic metal work in old silver and old Sheffield plate; with upwards of 100 illustrations. 320 p. pls. D (Collector's ser.) '19 N. Y., Dodd, Mead \$2.50 n.

**Young Men's Christian Associations. International Committee**

Handbooks for Comrades; a program of Christian citizenship training for boys fifteen to seventeen years of age. 436 p. col. front. il. D c. N. Y., Assn. Press pap. 75 c.

Manual for leaders Comrades; a program of Christian citizenship training for boys fifteen to seventeen years of age. 342 p. col. front. il. D c. N. Y., Assn. Press pap. \$1

**Shriver, William Payne**

The new home mission of the church. 34 p. O (Religious outlook) [c. '19] [N. Y., Assn. Press] pap. 20 c.

**Simonds, Jesse Rupert**

A history of the First Church and society of Branford, Connecticut, 1644-1919. 8+191 p. pls. pors. D [c. '19] New Haven, Ct., Tuttle, Morehouse & Taylor Co.

**Society of Calligraphers**

Extracts from an investigation into the physical properties of books as they are at present published. 20 p. O '19 c. Bost., Soc. of Calligraphers, W. A. Dwigings, sec., 384 A. Boylston St. pap. 50 c.

**Society of the Fifth Division, United States Army, Veterans of the World War**

The official history of the Fifth division, U. S. A., during the period of its organization and its operations in the European world war, 1917-1919. The Red diamond (Meuse) division; [comp. by Kenyon Stevenson]. 423 p. col. front. il. pors. fold. maps Q c. Wash., D. C., Soc. of the Fifth Division \$6

**Staley, Homer Francis**

Materials and methods used in the manufacture of enameled cast-iron wares. 158 p. il. plan Q (U. S. Bu. of Standards technologic pap. 142) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 20 c.

**U. S. Commission on Training Camp Activities.**

Marine corps song book. 96 p. il. T '19 Wash., D. C., Gov. Pr. Off.

Navy song book. 98 p. il. T '19 Wash., D. C., Gov. Pr. Off.

**U. S. Office of Indian Affairs**

Games suitable for group athletics in Indian schools,

by W. W. Coon. 11 p. fold. chart. D '19 Wash., D. C., Gov. Pr. Off. pap.

**U. S. Provost Marshal General's Bureau**

Final report to the secretary of war on the operations of the selective service system to July 15, 1919. 288 p. charts tabs. O Wash., D. C., Gov. Pr. Off. pap.

**Ure, Olive E.**

Gems from the southland [verse] 12 l. por. S [c. '19] Los Angeles, Cal., Master Mind Pub., 649 Flower St. pap. 50 c.

**Wadsworth, James Milton**

Removal of the lighter hydrocarbons from petroleum by continuous distillation, with especial reference to plants in California. 12+162 p. il. tabs. diagr. pls. (part fold.) O (U. S. Bu. of Mines 162) '19 Wash., D. C., Gov. Pr. Off. Supt. of doc. 50 c.

**Williams, Arthur Robinson**

On a birational transformation connected with a pencil of cubics. 211-222 p. O (Pubs. in mathematics, v. 1, no. 10) Berkeley, Cal., Univ. of Cal. pap. 15 c.

**Wilson, Woodrow**

Addresses delivered by President Wilson on his western tour September 4 to September 25, 1919, on the league of nations. Treaty of peace with Germany, industrial conditions, high cost of living, race riots, etc. 370 p. O '19 Wash., D. C., Gov. Pr. Off.

**Wyer, Samuel S.**

Waste and correct use of natural gas in the home. 23 p. il. O (U. S. Bu. of Mines) technical pap. 257) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

## RARE BOOKS, AUTOGRAPHS AND PRINTS

### Auction Calendar

Wednesday morning, afternoon and evening, March 31, at 10:30, 2:30 and 7:00.

American History. Stan. V. Henkels, 1304 Walnut Street, Philadelphia.

Monday and Tuesday afternoons, April 12 and 13, at 2:30

(No. 1487. 518 items.) The Oriental Library of Dr. Arthur Purdy Stout of New York. Anderson Galleries.

### Catalogs Received

Publishers' Remainders and Overstock

The H. R. Hunting Co., Springfield, Mass.

Art, Archaeology, Folk-lore

(No. 61.) Horace G. Commin, 100 Old Christchurch Road, Bournemouth, Eng.

There never was a better opportunity for a "knockout" than furnished that by the Wallace sale. Collectors were practically out of the competition, and "order" was adding very little support. The buying was practically in the hands of a small group of booksellers. But there was not the slightest inclination to take advantage of the situation. Commissions were executed in fair competition, and dealers bought heavily for stock when prices were attractive. The trade can take pride in the conduct of its leading representatives on this occasion.

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Gabriel Wells was the largest buyer at the Wallace sale, his purchases amounting to about \$50,000, or about one-third of the collection in value.

The presentation copy of Keats's "Lamia" to Fanny Brawne, bearing the inscription "J. K. to F. B." purchased at the Forman sale by Dr. Rosenbach for \$4,050, is now owned by Amy Lowell.

At a recent sale in London a presentation copy of Keats's "Endymion," 1818, first edition, inscribed on the title by the author "P. B. Shelley, Esq., with J. K's sincere regards," brought 210 guineas. It is said that this precious volume was bought by an American purchaser and that it will soon arrive in this city.

An exhibition of prints by the Painter-Gravers of America opened at the Anderson Galleries, April 2 and will continue to April 17. The exhibition includes lithographs, etchings, wood block prints, in short, original prints of all kinds. All prints will be shown for the first time.

The extraordinary Shakespearean rarity recently discovered at Longner Hall, including in one vellum binding "The Passionate Pilgrim" 1590, "Lucrece," 1600; Middleton's "Ghost of Lucrece," 1600; Esquire's "Emaricdulfe," 1595, and "Venus and Adonis," 1599 was withdrawn from the sale at Sotheby's, on March 23, sold at private sale, and is now on the way to America.

The prints and engravings of Walter Thomas Wallace, which were sold at the American Art Galleries on March 26, brought good prices. Rembrandt and Whistler nearly tied for the top price, the modern winning, however, "The Kitchen" bringing \$1,250 and Rembrandt's "Christ Healing the Sick," selling for \$1,075. The 153 prints brought \$13.065.

The Rosenbach Company, of Philadelphia, has opened a branch establishment at 273 Madison Avenue. The four story mansion which it occupies furnishes unique facilities for the display of antique furniture, prints, paintings and rare books. The rarities now on exhibition include the wonderful collection of Shakespeare quartos, many gems of early English literature, fine specimens of early printing and a notable collection of the world's great masterpieces. It is doubtful if ever as much value was brought together in the same space in a bookshop before.

A notable sale was held at Henkel's, in Philadelphia, on March 31. It included rare Jesuit Relations, voyages and travels in America, early New England tracts, rare Boston imprints, an extraordinary collection



## RARE BOOKS, AUTOGRAPHS AND PRINTS

of Franklin imprints, Indian narratives and history, Colonial and Revolutionary broadsides, state, county and town histories, early books relating to the Quakers, and a valuable collection of pamphlets relating to the Stamp Act and the Revolutionary War. Competition was keen thruout, and prices averaged high.

Part III. (Niagara to Zenger) of the De Puy collection of Americana, concluding the sale, will be sold at the Anderson Galleries, April 19 and 20. This part, like the two parts that have preceded it, is rich in historical material and great rarities. It includes imprints of Hugh Gaîne, John Peter Zenger, William Bradford, early and rare works on Manhattan, rare Quaker pamphlets, Washington's announcement to the Army of the Treaty of Peace, many rare Indian narratives and histories, including an extraordinary collection concerning the Seneca Indians. There is also a noteworthy collection of books concerning the War of 1812.

At the Wallace sale, held at the American Art Galleries, March 22, 23, 24, and 25 prices, dropped all along the line. The worst havoc was among American first editions. Bryant's "Embargo," 1809, which cost \$3,350 at the Hoe sale brought only \$1,520; Poe's "Al Aaraaf" dropped from \$2,900 to \$1,800. Whole pages of minor first editions sold for little more than the price of cataloging. Some of the more important items with prices were the following: First English Bible, translated by Miles Coverdale, 1535, \$3,700; Elizabeth Barrett Browning's "Sonnets," 1847, privately printed, \$720; Robert Browning's "Pauline," 1833, \$1,400; Burns's "Poems," the Kilmarnock edition, 1786, \$2,200; Higden's "Polycronicon," 1482, printed by Caxton, \$2,700; Defoe's "Robinson Crusoe," 1719, \$2,050; Dickens's "Pickwick Papers," in parts, 1836-1837, \$3,500; Fitzgerald's "Omar Khayyam," 1859, \$730; Goldsmith's "Vicar of Wakefield," 1766, \$830; Goldsmith's "Threnodia Augustalis," 1772, one of only two copies, \$2,000; Hawthorne's "Fanshawe," 1828, \$825; A'Kemp's "Imitation of Christ," 1471, \$1,800; Lamb's "Poetry for Children," 1809, \$3,300; Lowell's "Commemoration Ode," 1865, \$770; Montaigne's "Essays," 1603, Florio's Translation, \$725; Painter's "Palace of Pleasure," 1566-1567, \$1,375; Scott's Waverly Novels, 74 vols., 1814-1832, \$440; Shakespeare's first folio, 1623, \$8,000—second folio, 1632, \$950—third folio, 1664, \$3,000—fourth folio, 1685, \$775; Shelley's "Queen Mab," 1813, presentation copy, \$2,750; Sidney's "Arcadia," London, 1590, \$3,300; Spencer's "Faerie Queene," 1590-1597, \$930; Thackeray's "Snob," 1829, \$850; Walton's "Angler," 1653, \$2,200; Simes's "Military Guide," Washington's copy with his autograph on the title-page, \$830.

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On May 1st, we shall publish the first issue of a new trade builder, BOOKS ON BUSINESS. It will be a 40-page booklet of decidedly new form and with attractive cover and typography. It will be run with dealers' imprints and with no address of our own.

The text is being organized by a special editor, an expert on business books, and will consist of careful descriptive notes on the best books of the last six months, classified by subject, and fuller lists to cover special fields of business books which will include all the leading books in that field, new or old. Other features will be added to make it a bookseller's organ that will definitely build business. A limited amount of advertising space will be sold to those publishers who specialize in this field.

All bookstores are reporting an active progress in their business book sales, and there have been many demands for a catalog of this sort that would help the dealer keep this field active. There will be other issues of this booklet in October and January, and thereafter every four months. The May issue will be limited to fifty thousand copies, and in addition to imprint will be sold at \$12.00 per thousand, \$7.00 for 500, \$3.00 for 100.

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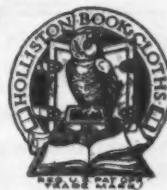
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# THE WEEKLY BOOK EXCHANGE

## Books Wanted and For Sale

The increasing cost of printing during the last 2 years has made the "Books Wanted" pages, first unprofitable and now a loss, when carried at 10c. per line. With the April 3rd issue the price will be 15c. per line with no charge for the address.

May we again ask for the co-operation of all our subscribers in making this department reach its greatest possible usefulness, as an exchange of items in the second-hand field is a very real necessity to the health of the American book-trade and this has become even more true now that numerous recent books are going out-of-print owing to the rapidly increasing costs of manufacture.

Lists of wants arranged alphabetically by author get a better reading by subscribers, as will be noticed by comparing such lists as Dutton's or Goodspeed's with lists less systematically arranged. The typewriting of lists helps us give more prompt and accurate setting.

Every bookseller of second-hand or new books will find it profitable to read these pages carefully. It will help him to turn his stock, get new cash and help others who will in turn help him.

THE PUBLISHERS' WEEKLY.

### BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Ganong, Monographs on New Brunswick.  
Herrington, W. S., Pioneer Life among Loyalists.  
Ryerson, E., Loyalists of America.  
Sabine, L., Loyalists of Am. Revolution.  
Van Tyne, C. H., Loyalists in Am. Revolution.  
Winslow Papers (N. B. Hist. Soc.), St. John, 1901.

"Adkins" care of Publishers' Weekly

American book auction catalogues, will buy in large quantities if issued before 1895, also later ones. Have some for exchange.

William H. Allen, 3417 Walnut St., Philadelphia, Pa.

Burbank, Woman as Decoration.  
Crane, Line and Form.  
Crane, Decorative Illustration of Books.  
Flower, The Horse.  
Hughes, Dress Design.  
Sturgis, Appreciation of Pictures.  
Vanderpoel, Color Problems.  
Wiener, History of Yiddish Literature.  
Want list on request.

### TO ADVERTISERS

PLEASE START your list with the words "Books Wanted" on a separate line. On the next line place your name and short address. On the third line begin your list and give a separate line for each title. Type-write your list, or write very distinctly. Arrange the titles alphabetically. Put name of author first, then title, followed by name of publisher, and date, if specific edition is wanted.

Prepare "Books for Sale" in the same manner but on a separate sheet.

Remember that printers as a rule have not your expert knowledge of book titles. Therefore, help them with clean copy.

THE PUBLISHERS' WEEKLY.

Allen Book and Printing Company, 454-456 Fulton St., Troy, N. Y.

Bailey, Encyclopedia of Horticulture, Macmillan.  
Chapman, John R., Instructions to Young Marksmen, Appleton, 1848.  
Child's, F. J., English and Scottish Popular Ballads, 5 vols.  
Holmes, Gordon, House of Silence.  
Holmes, Gordon, De Bercy Affair.  
Holmes, Gordon, Late Tenant.  
Johnson, Allen, Stephen A Douglas, Macmillan.  
Kerr, Blue Envelope, Doubleday.  
Macdonald, George, Lilith.  
New York State Water Supply Commission, 4th Annual Report.  
Perry, Williamstown and Williams College.  
Rankine, Applied Mechanics.  
Ravenal, Thiza Pinckney, Scribner.  
Steele, Forty Years in Canada, Dodd.

The American Geographical Society, Broadway at 156th St., New York.

Geographical Reviews for June and July 1916 and June 1917. Also Bulletins for 1910, parts 2, 8, 12; 1911, part 7; 1913, parts 1, 2, 3, 4, 5, 7, 8; 1914, part 1.

The W. H. Anderson C., 524 Main St., Cincinnati, Ohio.

Calif. Hittel's Gen. Laws, 4th ed., 1872; Haymond & Burch's Codes, 7 vol., 1874; Deering's Supplements to Codes, 1893 & 1905.

Dist. of Col. Code of Laws, 1901; 1903, and 1910.

Ills. Underwood's Statutes, 2 vols., 1873-5; Hurd's Statutes, 1889; 1885; 1910; 1913, and 1916. Joslyn's Crim. Code, 1912; Manier & Newell's Notes, 1907.

La. Wolff's Code, 2nd ed., 1902; Merrick's Code, 2nd ed., 1913; Marr's Code, 1915. Herold's Code Interpretations, 1916.

Nebraska. Brown & Wheeler's Comp. Statutes, 1889; 1905; 1907; 1909, and 1911. Supplement to Cobbe's Statutes, 1905.

Virginia. Supp. to Code, 1900. Hurst's Ann. Code, 1912.

Washington. Supp. to Ballinger's Code, vol. 3, 1903; Supp. to Pierce's Code, 1914.

William H. Andre, Suite 607 Kittredge Building, Denver, Colorado.

Albert Bushnell Hart's American Nation.

Ancient Ships, by Cecil Farr.

Ten volume Booklover's Plutarch, buckram.

D. Appleton & Company, 29-35 West 32nd St., New York.

The Gilded Chair, by Melville Davisson Post.

The Mystery of the Ocean Star, by W. Clarke Russell (Appleton Edition).

The Romance of Jenny Harlowe, by W. Clarke Russell, Appleton edition.

The Nameless Thing, by Melville Davisson Post.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.

Montegazza, Book of Love.

Thanet, Captive of Dreams.

Templeton, Darby O'Gill.

Fiske, Discovery of America, large paper edition.

Fiske, Challenge of the Country.

McVey, Making of a Town.

Sets of Book of Knowledge.

Sets of Eliot. Five foot book shelf.

Associated Students' Store, University of California, Berkeley, California.

Loeb, Comparative Physiology of the Brain and comparative Psychology, Putnam (out of print).

William M. Bains, 1213-15 Market St., Philadelphia.

Schaff-Herzog, Encyclopedia of Religious Knowledge, cloth; ditto, full Morocco.

G. A. Baker & Co., Inc., 144 East 59th St., New York.

Atley, Victorian Chancellors, 2 vols., 1906.

Baptist Book Concern, Louisville, Ky.

One copy of Hitchcock, New and Complete Analysis of the Holy Bible.

One copy each of vol. 2 and 3 of John McNeil's Sermons, formerly published by Fleming H. Revell Co.

## BOOKS WANTED—Continued

**N. J. Bartlett & Co., 28 Cornhill, Boston**  
 Hall's Adolescence.  
 Mulhall's History of Prices.  
 Schoolcrafts, Indians, vol. 1, 1851.  
 Schoolcrafts, Indians, vol. 3, 1853.  
 Schoolcrafts, Indians, vol. 4, 1854.  
**C. P. Bensinger Code Book Co., 13 Whitehall St., New York**  
 Meyers 39th Edition Cotton Code.  
 A B C 5th A1 Telegraph Code.  
 Liebers Standard Code.  
 Pocket Edition Western Union, Universal.  
 Kellys, Thomas Directories.  
 Any American-Foreign Language Code.  
**The Bobbs-Merrill Company, 185 Madison Ave., New York City.**  
 Rob, the Ranger, by Herbert Strang.  
 Tales from Dickens, three volume edition by Hallie Erminie Rives.  
**The Book Corner, 251 Fifth Ave., New York City.**  
 Small (Rev. Charles H.), Corner Stones of Faith.  
**The Book Shop, Woods Hole, Mass.**  
 Dealer's Catalogues, both home and foreign, for a book shop having summer patronage of Cape Cod residents.  
**Bookshop for Boys and Girls, 264 Boylston St., Boston.**  
 2 Life of Henry Drummond, by G. A. Smith (Doran).  
**Leroy S. Boyd, 15 7th St., Washington, D. C.**  
 Songs, music and plays by Justus H. or J. Harry Rathbone.  
 Anything relating to Knight of Pythias.  
**Brentano's, Fifth Ave. & 27th St., New York City**  
 Jewish Encyclopedia, 12 vols.  
 Graetz's History of the Jews.  
 Burke's General Armory, last edition.  
 Fitz Randolph's Traditions, 1907, N. Y., Riverside Press.  
 Allen Trimble, Autobiography, with genealogy of Family, Columbus, 1909.  
 Charnwood's Lincoln, first edition, London.  
 T. H. Benton, Thirty Years in Congress.  
 Senator Hoar's Recollections.  
 J. B. Blaine's Reminiscences.  
 Edward's Butterflies of North America.  
 Percy's Reliques, 4 vols., Scribner, 1868.  
 Salmagundi: Washington Irving, Hudson edition.  
 Philosophic Dictionary, Voltaire.  
 Export of Capital, Hobson, 2.  
 On the Face of the Waters, Steele.  
 History of the United States, vol. 3, 4, 6, Anderson.  
 Wonderful Adventures of Phra, the Phoenician.  
 Ad Matrem, Grant.  
 Court of Sacharissa, Meakin.  
 Christopher Hibbault, Roadmaker, Bryant.  
 A Man and a Woman, Waterloo.  
 Atala, Chateaubriand.  
 Heads of Hebrew Grammar, Tregelles.  
 Diagrammatic Road Map of Central Europe, Murtry.  
 Supposing, Nickle.  
 Some Philosophies of the Hermetics, Alliance Pub. Company.  
 Henry Bocker, de la Mare.  
 Confessions of Arsene Lupin, Leblanc.  
 The Rainbow, Lawrence.  
 Culture of the Tobacco Plant, Carver.  
 Memoir of History, Culture, etc., of Tobacco Plant, Watterson.  
 Art of Growing and Curing Tobacco in Brit. Isles, London, 1830.  
 Practical Treatise on Tobacco, Jennings.  
 Tobacco (Richmond 1860), Coolse.  
 Handbook of Tobacco Culture, Saxton.  
 Tobacco, Dunning.  
 Sketch of Tobacco Interest in No. Carolina, Cameron.  
 Report on Culture and Curing of Tobacco, Kellebrew.  
 Gloria, Perez Galdos.  
 Marinela, Perez Galdos.  
 History of Political Economy, Blanquin.  
 Music of the World, Porter.  
 Alexander McNutt and the Pre-Loyalist Settlement of Nova Scotia, 2.  
 Pines of Lory, Mitchell.  
 Dapline, Sherwood.  
 Daughter of the Rich, Hopkins.  
 Lady Mertin, Ward.

## Brentano's—Continued

Poems of Passion, leather, Wilcox.  
 Book of the Serpent, Howard, 2.  
 Problems, Critical Positions, etc., Gould.  
 Impressions of Japan Architecture, Cram.  
 The Budd Family, Sonnehorn Press, 3.  
 Treatise on Punctuation, Wilson.  
 Sun Dials and Roses of Yesterday, Earle.  
 Educational Psychology, Starch.  
 Major Symptoms of Hysteria, Janet.  
 Judo, Yokoyama.  
 World of Dreams.  
 The Land of Joy, Barbour.  
 Rainbow.  
 Key to the World's Progress, Devas.  
 Lost World, Doyle.  
 Days and Deeds, Housen.  
 Clegg Kelly, Crockett.  
 Spirit of Cookery, Thudichum.  
 Food in Health and Disease, Burney.  
 Love's Testament, Thursby.  
 Complete or vol. 6 of Indian Tribes of the U. S., Schoolcraft.  
 Covenanters, Taft and Others.  
 Belinda, Broughton.  
 Nancy, Broughton.  
 Not Wisely but Too Well, Broughton.  
 Goodbye, Sweetheart, Broughton.  
 Red as a Rose is She, Broughton.  
 Cometh Up as a Flower, Broughton.  
 Thorn in the Flesh, Broughton.  
 Lady of the Manor, 7th vol., Sherwood.  
 Hair Dressing and Tinting, Woodbury.  
 Care of Hair and Scalp, Woodbury.  
 Memoirs of His Own Life, 4 vol., Wilkinson.  
 In and About Drury Lane, 2 vol., Doran.  
 Literary Anecdotes, Nichols.  
 Cardinal Mercier's Pastorals, etc., Stillman.  
 House on Marsh, Warden.  
 Philosophy of Life, Davis.  
 Rodman, the Boat's Beerer, Becker.  
 Notes from My South Sealoff, Becker.  
 Tessa and the Trader's Wife, Becker.  
 Rhymes and Roundelays from Life.  
 Forty Lies and Other Lies, Nye.  
 Baled Hay, Nye.  
 History of Alexander the Great, Budge.  
 Babylonian Life and History, Budge.  
 Dickens, 4 vol., Den., 1899.  
 Contemporary Literature of Belgium, Bithell.  
 House Organ, How to Make it Produce Results, 2, Wilson.  
 Rainbow, Lawrence.  
 Water Goats, Butler.  
 Crossing Familiar Paths, Fellows.  
 Little Journeys to Homes of Famous Scientists, Roycroft.  
 A Diary from Dixie, Chestnut.  
 Gates of Remembrance, Bond.  
 Road to Providence, Davies.  
 Women, Machen.  
 The White Peacock, Lawrence.  
**Bridgman's Book Shop, 108 Main St., Northampton, Mass.**  
 Beowulf, Old English Text.  
**Frank C. Brown, 44 Bromfield St., Boston, Mass.**  
 Harvard Classics.  
 Expedition to Fly River, New Guinea, by D'Alberti.  
 Color in the Garden, Gertrude Jekyll, Scribner.  
 The Landscape Beautiful, by F. A. Waugh, Judd.  
 The Art of Landscape Architecture, Samuel Parsons.  
 Garden Craft in Europe, H. Inge Triggs.  
 English Pleasure Gardens, Rose S. Nichols, Mac.  
 Book of Garden Plans, S. F. Hamblin, Doubleday.  
 Old Fashioned Gardening, Grace Tabor.  
**The Burrows Brothers Co. 633 Euclid Ave., Cleveland Ave., Cleveland.**  
 Madame de Montespan.  
**Cadmus Book Shop, 312 West 34th St., New York**  
 Henderson, Scotch-Irish in America, 2 vols.  
**Campion & Company, 1316 Walnut St., Philadelphia.**  
 Mill, Representative Government.  
 Mill, Militarism.  
 Jowett's Dialogue of Plato, Oxford edition.  
 Lettering, by Stevens, pub. by Prang & Co.  
 Artistic Anatomy of Trees, by Cole.  
 Posters, by Price.  
 Pen Drawing, by Masinnis, pub. by Bates & Guild.



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## Campion &amp; Co.—Continued

Letters and Lettering, by Brown, pub. by Bates & Guild.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Buel, Wild Bill the Scout.

Carpenter, Revelation of the Microscope.

Legge, Chinese Classics.

Bloxam, Chemistry.

Bissell, Old Testament Apocrypha.

Carnegie, Steel Handbook, 6 copies.

Buel, Wild Life on the Plains.

McCann, Starving America.

Douglas, Packing Encyclopaedia (Nickerson).

Turner & Hobart, Insul. Electrical Machinery.

C. T. Cearley, 1128 J St., Fresno, Cal.

One Archko vol.

One Friendship, Tried and True.

Central Book Company, 93 Nassau St., New York.

Warren, Ten Thousand a Year.

George M. Chandler, 75 East Van Buren St., Chicago.

Lewis & Clark, Travels, 2 vols., 1814.

Voltaire, Philosophical Dict.

Altgeld, Oration.

Roosevelt's Works, Dakota ed., 24 vols.

Head, Jekyll Island.

Pitt (Wm.), Speeches, 4 vols.

Muir, Gospel According to Peter.

Brandes, Main Currents, 6 vols.

Muir, My First Summer in the Sierras, 1st ed.

Hudson, Naturalist in La Plata.

DeGuerin (E. & M.), Journals of.

Van Eeden, The Quest.

Dhammadapada in Sacred Books of the East.

Heyse (Paul), Mary of Magdala.

Daudet, Works, 24 vols.

Smyth, Piazzi, The Great Pyramid, 3 vols.

Magellan's Voyage Around the World, 3 vols.

Black (Alex.), Modern Daughters.

Black (Alex.), Girl and Guardsman.

Foley, American Authors, 1795-1895.

Knight, Life of Wordsworth, 3 vols.

Hopkins, Home Made Beverages.

Redesdale, Memories, 2 vols.

Radisson, Voyages, Prince Society.

Newton, Principia, English tr.

Morris, Miscellanies in Prose & Verse, London, 1791

Buttrick, Voyages & Travels, Boston, 1831.

Flower, Letters from Lexington, London, 1819.

Wyeth, Oregon, Cambridge, 1833.

Evans, Pedestrian Tour, Concord, 1819.

Monroe, John W. Rott, A Memoir.

Mariner, The Tonga Islands, 2 vols., 8vo.

Laufrey's Napoleon, 4 vols., 1894.

The Chicago Public Library, Chicago

Archer, W., Masks or Faces.

Archer, W., English dramatists of to-day.

Bourget, P., Pastels of Men, vols. 1 and 2, tr. by K. P. Wormeley.

Cameron, M., Comedies in miniature.

Cary, E. L., Novels of Henry James, A Study.

Couch, A. T., Adventures in criticism.

Lang A., Cock lane and common sense.

R. F. Clapp, Jr., 36 N. Pearl St., Albany, N. Y.

Phra, the Phoenician.

The Arthur H. Clark Company, Caxton Building, Cleveland, O.

Bandelier, Reports, any.

Hazard, Register of Pa., vol. 8 to 15 incl.

Adams, Hist of U. S., 9 vols.

Coxe, Carolina, London, 1741.

Catlin, N. Amer. Indian, Portolio, 1844.

Pliny, Natural History, Bohn ed.

Motor World, vols. 43 to 49.

Vancouver, Voyage of Discovery to N. Pac. Ocean.

Grolier Club, Devinne, Plantin-Moretus Museum, 1888.

Benedict, Vermont in Civil War, 2 vols., 1886.

Washington, Life by Weems.

Elliott (Jesse D.), Biog. Notice by Jarvis, 1835.

Hardin Co., Ohio, History, 1883.

Samuels, With fly, rod and camera.

Edwards, Campaign in N. M. with Col. Doniphan, 1847.

Pike, Barren Grounds.

Amer. Herd Book, Short Horn Cattle, Notes by

Allen, vols. 1-3, 5-20, 22 to end.

Niles's Weekly Register, 1828-1836, v. 32-50.

## Arthur H. Clark Co.—Continued

Finley, Hist. of Wyandot Mission at Upper Sandusky, O., 1840.

Herd Record Assoc. of Breeders of thorough-bred Neat Stock, vol. 3 to end.

Allen, Star Names & Their Meanings.

Murray, JI. of Yukon.

Brown, Growth and Genesis of U. S., 2 vols.

Camera, 1913-1916.

The John Clark Company, 1486 West 25th St., Cleveland, O.

American Economic Association's Publications, vol. 3, no. 2; vol. 4, no. 1.

Appleton's Cyclopedia of American Biography.

Bibliotheca Sacra, vol. 46, 1889.

Boccaccio's Decameron, a good edition.

Clark (J. B.), Capital and its Earnings.

Eddy, Science and Health, first, second and third ed.

Maupassant's Short Stories of Tragedy and Comedy.

National Encyclopedia of Americann Biography, published by White.

Parkman, first editions of the following:

California and Oregon Trail.

Conspiracy of Pontiac.

Vassall Morton.

France and England in N. A., Part 1.

The Book of Roses.

Historic Handbook of the Northern Tour.

LaSalle and the Discovery of the Great West.

The Oregon Trail.

Talbot, In the Shadow of the Bush.

Vachell, H. A., Quinneys.

Wood, Theory of Wages, 1888.

Weeks, Among Congo Cannibals.

City Book Co., 6 East Pleasant St., Baltimore.

[Cash]

John Hall's Select and Modern Designs for Dwelling House.

John Hall's New and Concise Method of Hand Rail-ing.

John Hall's The Cabinet Maker's Assistantt, printed in Baltimore about 1848.

2 vols. Hanna's Scotch-Irish in America.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Hutton's Book on Steam Boiler.

Dracula, Bram Stoker, several coopies.

Seamanship, Luce.

The Lost World, Conan Doyle.

Steam Boilers, Hutton.

Fau's Anatomy, large ed., colored plate.s

Spaltenholtz, Atlas, Human Anatomy, 3 vols.

Monks of West, Montalembert, set or odd vols.

A. Becket, Comic History, England or Rome, imperfect copies will do if cheap.

Marbury, Favorite Flies and their Makers.

Columbia University Press Book Store, 2960 Broadway, New York.

Hibbert, Journal, October, 1919.

Alexander Hamilton Institute, complete set business course.

Shuster, Strangling of Persia, 2 copies.

Jannaris, Modern Greek-English Dictionary.

Cross and Bevan, Text-bok on Paper-making.

American Journal of Roentgenology,, April, 1917.

Hart, American Nation Series, complete, 28 vols.

Burritt, Profit Sharing.

Newbegin, Geographical Aspects of the Balkan Problems.

Dekker, Dramatic Works, 4 vols.

Rogers, Hitchcock, Cooley and Kent, Constitutional History of the U. S. as seen in the Development of the American Law.

Loeb, Dynamics of Living Matter.

Irving S. Colwell, 99 Genesee St., Auburn, N. 2.

Adams' Chapter in Erie.

Conder's Bookstore, 114 East 59th St., New York.

Abbott's Philochristus.

Lysistrata, ill. by Beardsley.

Adams, Five Fridays.

Rimmer's Art Anatomy, folio.

Conway's Early Tuscan Art.

Didron's Christian Iconography.

Dartmouth College Library, Hanover, N. H.

Balzac, trans. by Wormley.

Journal of Experimental medicine, vols. 1 and 3.

John F. Davies, P. O. Box 211, Butte, Mont.

Hedin, Sven, Thru Asia.

## BOOKS WANTED—Continued

## John F. Davies—Continued

Thiers, French Revolution.  
Thiers, Consulate and Empire of Napoleon.

## Davis' Bookstore, 36 Vesey St., New York.

Innominata, Stories omitted from Italian classics.  
Garnett & Gosse, English Literature.  
World's Best Poetry, 10 vols.  
Set of Hubbard's Little Journeys.  
11th Britannica, any edition.  
Luther Burbank's Works, 12 vols.  
Secret Doctrine.  
Isis Unveiled.

## Dennen's Book Shop, 19 East Grand River Ave., Detroit, Michigan.

Irwin, Letters of Japanese schoolboy.  
Irwin, Hashumuso logo.  
Irwin, Mr. Togo.

## F. M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Muir, Letters to a Friend.  
World Almanac, 1919, 2 copies.  
Hartman, Black and White Magic.  
Mempes, India, A. and C. Black.  
Austey, Tourmalins Time checks.  
Gilchrist, Stone Dragon.  
Watson, Diogenes of London.  
Watson, Heart of Miranda.  
Lang, Monk of Fife.  
O'Brien, Diamond Lens.

## Dixie Book Shop, 41 Liberty St., New York

Cost Accounting for Institutions, Cole.  
Frenzied Finance, Lawson.  
Sampson Rock of Wall Street, Lefevre.  
International Exchange, Margraff.

## George H. Doran Company, 244 Madison Ave., New York.

On the Iron and Big Cloud, Frank L. Packard, N. Y. Crowell Co., publishers.

## Doubleday, Page &amp; Company, Garden City, N. Y.

Poor Dear Margaret Kirby, by Kathleen Norris.

## James F. Drake, 4 West 40th St., New York.

James, Little Tour in France, 1885.

## Chas. H. Dressel, 552 Broad St., Newark, N. J.

Brain, Roofs and Porties, by Gertie Fowler.

## Duffield Company, 211 East 19th St., New York.

Lynch, Book of the Iris, Lane.  
Irises (Garden Flowers in Color), Stokes.

## Dunster House Bookshop, 26 Holyoke St. and Mt. Auburn, Cambridge, Mass.

Gummere, The Oldest English Epic.  
Byzantine Churches in Constantinople, Alex. Van Millingen.  
Thomas Lodge, Rosalynde, Caxton Series.  
Spenser Anthology, Arber edition.  
Jonson Anthology, Arber.  
Shakespeare Anthology, Arber.  
Philip Massinger, Plays, Cunningham edition.  
John Donne, Poems, Muses Library, 2 vols.  
John Suckling, Poems, Muses Library.  
Alexander Hamilton, Writings and Sayings.  
Lucretius, De Rerum Natura, translation in verse only.

White, War of Science and Theology.

Petronius in French.

Shepherds Historical Atlas.

Strindberg, Confession of a Fool.

Bentham's Fallacy.

Whistler, Gentle Art of Making Enemies, 3 copies.

Smith, Troubadours at Home, 3 copies.

Adam Smith, Lectures on Justice and Police.

Janet, Histoire de la science Politique.

F. W. Maitland, Lectures on Constitutional Law.

Muirhead, Roman Law.

Alexander Cunningham, Ancient Geography of India, 2 vols.

Sabatier, Life of St. Francis.

Gleason, Ballads and Rondeaux.

Frederick Palmer, Winning of Immortality.

Mencken, Europe after 1815.

Fleurnoy, Spiritism and Psychology.

Weitenkampf, How to Appreciate Prints.

G. P. Gooch, English Democratic Ideas in the 17th Century.

Charles Borgeaud, Rise of Modern Democracy in Old and New England.

## Dunster House Bookshop—Continued

Ford, History of San Francisco, first edition.  
F. Hopkinson Smith, No. 3, Wood Fires, first edition, autographed if possible.  
The Dramatic Works of Thomas Heywood (Pearson's Reprint), 1874.  
Cyril Tournneur, Plays and Poems, Ed. J. C. Collins, 1873.  
John Ford, Works, Ed. W. Gifford and Dyce, 3 vols., 1869 and 1895.  
Dramatic Works of Thomas Dekker (Pearson's Reprint), 1873.  
Dramatic Works of Richard Brome (Pearson's Reprint), 1873.  
Compton McKenzie, The Passionate Elopement.  
Munsterberg, On the Witness Stand.  
P. L. Ford edition of the Federalist.  
Aristotle, Complete Greek Text.  
McColl, Symbolic Logic.  
Hoernle, Manuscript Remains of Buddhist Literature.  
Thomas Love Peacock, Works, 3 vols.  
Butcher, Aristotle, Poetics.  
Pepys's Diary, Grosscup and Wheatley edition.  
Baron Munchausen, illustrated.  
Whitlock, Life of Lincoln.  
Rhys Davids, Dialogues of Buddha.  
Town of Milton, Mass., any items.  
Any items on Harvard Presidents.  
Kenneth Grahame, Pagan Papers.  
Kenneth Grahame, The Headswoman.  
Gissing, Private Papers of Henry Ryecroft.  
J. J. Jusserand, English Wayfaring Life.  
Gosse, With Viol and Flute.  
Bentley's Horace, a good copy.  
Schroeder, text of Pindar, Teubner edition.  
Watson, Psychology from a Behaviourist's Point of View.  
W. Z. Ripley, Poole's Trusts and Corporations, revised edition.  
Harrington, Oceana.  
C. N. S. Woolf, Bartolus.  
Milton, Tenure of Kings, Bohn Library.  
F. M. Warren, History of the Novel Previous to the Seventeenth Century.  
Seignobos, L'Anglois, Introduction to the study of History.  
Silberstein, Theory of Relativity.  
Poincare, Foundations of Science.  
Bradley, Essays in Truth and Reality.  
Complete Works of George Savile, introduction by Walter Raleigh.

## E. P. Dutton &amp; Company, 681 Fifth Ave., New York.

Barber, American Glassware, Old and new.  
Becke, Pacific Tales.  
Borther of Third Degree.  
Constable, Landscape Painting.  
Eastman, Equine Worship.  
Gallup, Bi-literal Cypher of Sir Francis Bacon, parts 1, 2, 3, 1901, Concerning the Bi-literal Cypher of Francis Bacon. Pros. and Cons. of the Controversy, 1910, pub. by Howard Pub. Co., Detroit, Mich.  
Grimm Tales made Gay by Carryl.  
Jones (Henry Arthur), Michael and his Lost Angel.  
Margoliouth, Vestiges of Historic Anglo-Hebrews of E. Auglia.  
Middleton, Wine Dark Skies and Tropic Seas.  
McFee, Letters from an Ocean Tramp.  
Trench, The Study of Words.  
Valentine Manuels, Any, excepting: 1856, 1862, 1861, 1864, 1863, 1866, 1865, 1857, 1858.  
Wilson, Ruggles of Red Gap.

## Wm. C. Edwards, 137 Clinton Ave., Rochester, N. Y.

Stanley, Backwoodsman.  
Stone, Life of Brant.  
Sieving Gardens, ancient and modern.  
Friend, Flowers and Flower Lore.

## Paul Elder &amp; Company, 239 Grant Ave., San Francisco.

Arnold Bennett Calendar.  
Spaltholtz' Atlas, in the volumes, K. W. Spaltholtz.  
Blix, Frank Norris, Doubleday, Page Pub.  
Mark Twain and the Happy Island, Elizabeth Wallace.  
Infidel, M. E. Braddon.  
Legends in Japanese Art, John Joly.

## Marshall Field &amp; Company, State, Washington, Randolph and Wabash, Chicago.

The Log of the Easy Way, by Matthews.



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**Fowler-Thompson Company,, 10 Dexter Ave., Montgomery, Alabama.**

Poverty and Waste, Hartley Withers, Dutton.  
The Money God, by John C. Van Dyke (Scribner).  
Benedict XIV on the Beatification and Canonization of Saints.  
The Story of Human Progress, by Starr.  
Philosophy and Religion, by James Hinton.  
The Mystery of Pain, by James Hinton.  
Life of Apollonius of Tyana, by Philostratus.  
Life of Pythagoras, by Jamblichus.  
Lives of the Poets, by Samuel Johnson.

**Fowler Brothers, 747 South Broadway, Los Angeles**  
Fragments of a Faith Forgotten.  
The Epistola Sophia.

**Friedmans', 53 West 47th St., New York**

Channing (Wm. Willery), Poems of 65 Years.  
Sacred Book of the East, vols. 13, 17, 18, 20, 21 and 31.  
Atkinson, The New Psychology.

**Gardenside Bookshop, 270 Boylston St., Boston.**

Strauss, Life of Jesus, tr. by Geo. Eliot, 1st, 2nd or 4th editions.  
Worcester, Religion and Medicine.  
Little Ladies.  
Thrown Together.  
Norris, Tucker Genealogy.  
November 19th, Century (with article on Mexico).

**Gimbel Bros., Philadelphia.**

Elusive Hildegarde, H. R. Martin.  
Plutarch's Essays & Miscellanies, vol. edited by W. W. Goodwin.  
Altogether Jane, Anonymous, pub. Kennedy.  
**Gittmans' Book Shop, 1225 Main St., Columbia, S. C.**  
Bouvier, Law Dictionary.  
Baldwin, Ancient Chronology.  
Williamson, the Great Law.  
Morris, Wanderings of a Vagabond.  
Bartlett, Americanisms.  
Letters of Alexander Pope.  
Letters of Jonathan Swift.

**Goldman's Book Store, 424 So. Dearborn St., Chicago.**

Current History Magazine, November 1917, March, April, May 1918, January 1919.  
John Silence, by Blackwood.  
Philos, Dweller on two Planets.  
Bailey's Scholar's Companion.

**Goodspeed's Book Shop, 5A Park St., Boston, Mass.**

Adams, Henry, Autobiography, 1st ed.  
Arber, Pilgrim Fathers.  
Boston Museum of Fine Arts, Bulletins vol. 1, no. 4, vol. 3, no. 1; no. 94.  
Castelar, E., Life of Byron, 1876, N. Y.  
Coleman, Charles, Reade as I Knew Him.  
Cruikshank Almanac, vol. 2.  
Cutcliffe-Hyne, Trials of Comm., McTurk.  
Cutcliffe-Hyne, McTodd.  
Cutter, Life of Putnam.  
Davis, Landmarks of Plymouth, 1899, 2nd ed.  
Emerson, Essays, 2 vols., 1st ed.  
Encyclopaedia Britannica, 11th ed., thick paper.  
Faith White's Letter Book (1866).  
Furness, Dr. Wm. H., Quote any works.  
Goodell, Reasons for concluding act of 1711 became law (Witchcraft), Camb., 1884.  
Goodwin, Pilgrim Republic, 1888.  
Graham, J., Practical Track Athletics, N. Y., 1904.  
Hawthorne, Scarlet Letter, 1st edition.  
Holmes, Autocrat, Poet, 1st edition.  
Mass., Fifth Infantry of Revol.  
Mathews, Mrs. A. I., Memoirs of Charles Mathews, vol. 1, Phila., 1839.  
Maximilian's Travels in America.  
Monypenny, W. E., Life of Disraeli, vol. 2, N. Y., 1910.  
New International Encyclopaedia, 2nd ed., 1914-16; buckram.  
Newport Historical Magazine, vol. 2, no. 1; vol. 3, no. 3; and set.  
Parker and Hgswell, Text book of Zoology, 2 vols.  
Polk, James, Diary and Journal, ed. by Quaith.  
Robinson, John, Works, 3 vols., 1851.  
Simms, Life of Capt. John Smith.  
Southington, Conn., Sketches of Timlow.  
Weeden, Economic History of N. E., 1891.  
Wells, H. P., American Salmon Fishermen, N. Y., 1886.

## Goodspeed's Book Shop—Continued

Yonge, C. M., Chantry House.  
Young, Alexander, Pilgrim Fathers, 1841.  
Genealogies:  
Alden, Story of Pilgrim Family, 1889.  
Ames History, by Fisher Ames.  
Baker, Rev. Nicholas and Descends, by Baker.  
Brockway.  
Hayden, Virginia Genealogies.  
Perkins, Deacon Thomas, part 2.  
Whitman, John of Weymouth, Farnham.  
**Gotham Art and Book Mart, 128 W. 45th St., New York**

Calverly, Verses and Flyleaves, Ariel ed.  
Tucker, Instead of a Book.  
Mackay, The Anarchist.  
McKenney and Hall, Indian Tribes of North America.  
Ibsen's Works, 6 vols.  
Grave, John, Moribund Society and Anarchy.  
Peck, Locksmith of Lyons, pub. Street & Smith.  
Books illustrated by Dulac, Rackham, Neilson.  
Ervine, St. John, Four Plays.  
Bandelier, The Gilded Man.  
Mitford, Tales of Old Japan.  
Greedy, Loyal Ronins.  
Laufer, Jade.

**Paul Gottschalk, Unter den Linden 28, Berlin, W. 8.**

Richter, Greek a. Rom. bronzes in the Metrop. Mus., 1915.  
Baur, Cat. of Greek vases in the Yale Un., 1914.  
Fairbanks, Athenian Lekythoi.  
Amer. Book Price Curr., 1915-19.  
Sets of European scientific journals a. acad.

**Benj. F. Gravely, Martinsville, Va.**

Medhurst, W. H., English and Japanese and Japanese and English Vocabulary.  
Pages, L., Dictionnaire Japonais-Francais.  
Hepburn, J. C., Japanese and English Dictionary.  
Alcock, Sir R., Elements of Japanese Grammar.  
Aston, W. G., Grammar of Japanese Written Language.  
Chamberlain, B. H., Simplified Grammar of Japanese Language, modern written style.  
Chamberlain, B. H., Practical Introduction to Study of Japanese Writing.  
Sen Ji Mon, One Thousand Chinese Characters of Constant Occurrence in Japanese Literature.  
Verbeck, G. F., Synopsis of All the Conjugations of Japanese Verbs.  
Part of Bible, Aesop's Fables, etc., trans. into Jap. with Jap. characters.

**Grimwood's, 20 North Tejon St., Colorado Springs, Colo.**

Newman, As a Man of Letters.

**Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.**

Psychology of Insanity, Hart, Putnam.

**O. A. Hale & Co., 140 So. First St., San Jose, Cal.**

Foundations of Character Building, Schinn.

**Hall's Book Shop, 361 Boylston St., Boston**

Earth, Muriel Hine, pub. Lane.  
Autumn, Muriel Hine, pub. Lane.  
Some Ethical Consequences of Peace, Rev. W. MacDonald.  
Schloss, Industrial Remuneration.  
Cole, Labor in War Time.  
Hobhouse, Labor Movement.  
Edison, Autobiography.  
Ralph, Making of a Journalist.  
Poole, Cowboys of the Skies.  
Munsterberg, On the Witness Stand.  
Owen, Federal Reserve Act.  
Owen, Foreign Exchange.  
Sylvester, Evolution of Money.  
Wodehouse, Picadilly Jim.  
Wodehouse, Damsel in Distress.  
Bailey, Modern Social Conditions.  
Key, Love and Ethics, 1911 ed.  
Simms, Marion, Story of My Life.  
Carter, When Railroads Were New.  
McPherson, Railroad Freight Rates.  
Hadley, Economics.

**Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.**

James, Awkward Age, fresh copy.  
Alexander, S., Basis of Realism.  
**W. M. Hill, 22 E. Washington St., Chicago**  
Ager's Garden Design.

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- Conder's Landscape Gardening in Japan, 2 vols.  
 Conway's Demonology and Devil-Lore, 2 vols.  
 Coolidge's Hidden Water.  
 Deipnosophists Athenaeus, 3 vols.  
 Doran's Walpole's Journal of the Reign of George III, 2 vols., London, 1859.  
 Encyclopedia Britannica, 11th Handy Vol. Ed.  
 Haggard's A Gardener's Years, 1st ed.  
 Letters of John Adams to Abigail Adams.  
 Peacock's Works, Cole Ed., 1887.  
 Weale's Indiscreet Letters from Peking.  
 Preble's History of the Flag of the U. S.  
 Forbes' Notes on the Ships of the Past.  
 Wilson's Naval Construction.  
 Cleveland's Romances of Voyages and Commercial Enterprises.  
 Hall's American Navigation.  
 Scammon's American Whale Fishery.  
 Starbuck's History of the American Whale Fishery.  
 Farragut's Journal, edited by Farragut.  
**Himebaugh & Browne, Inc., 471 5th Ave., New York**  
 Cowboys Songs and Ballads.  
 John Rogers, the Martyr, Jos. Lemuel Chester, pub. by Longmans Green, London, 1861.  
**Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.**  
 My Life, by Josiah Flynt.  
 Heard of Hearing Adult, Martha E. Brulin.  
 Book of Baby Animals, illustrated by Detmold.  
 Man, An Adeptive Mechanism, Dr. Crile.  
 Years of the Shadow or the Years Between.  
 Devil's Dice.  
**Paul B. Hoeber, 67 E. 59th St., New York**  
 Anatomy of the Vertebrates, Prof. Owen.  
 Variation of Animals Under Domestication, Charles Darwin.  
**Houghton Mifflin Co., 4 Park St., Boston**  
 Human Nature in Politics, Wallas, H. M. Co.  
**The J. L. Hudson Co., Detroit, Mich.**  
 International Encyclopaedia, half or three quarters leather, 2 sets, new or nearly so.  
**George P. Humphrey, Rochester, N. Y.**  
 Pioneers of Progress, Tyndall, by J. A. Crowell.  
 The Secret of Character Building, Dellett.  
 Faraday as a Discoverer, Tyndall.  
 Culture Demanded by Modern Life, Yeomans.  
 Faraday's Electricity, London, 1844.  
 Course of Six Lectures by Farraday, London, 1860.  
 Michael Farraday, by Thompson.  
 Life and Letters of Farraday, James, 2 vols.  
 Popular Lecturers and Addresses, Sir W. Thomson.  
 Light Visible and Invisible, Thompson.  
 Gimming's Grab Street and Town Traveler.  
**Hunter & Co., 105 E. Broad St., Richmond, Va.**  
 Stoddard Lectures, set.  
 Book of Knowledge, set.  
**The H. R. Hunting Co., Myrick Bldg., Springfield, Mass.**  
 Walsh, Curiosities of Popular Customs.  
 Hammerton, In the Track of Robert Louis Stevenson.  
**A. J. Huston, 92 Exchange St., Portland, Me.**  
 Addison, Life of Lucy Larcom.  
 Baker, Dictionary of Engraving, Cleveland, 1908.  
 Beacroft, Who's Who Among the Wildflowers and Ferns.  
 Blavatsky, Secret Doctrine.  
 Buckley, Children of the Dawn.  
 Buckrose, Gossip.  
 Buchan, The Thirty Nine Steps.  
 Chambers, Biog. Sketches of Eminent Scotchmen.  
 Chambers, Lorraine.  
 Clifford, Letters of a Worldly Woman.  
 Coleridge, Life and Correspondence of, 2 vols., ed. 1904.  
 Dempsey, T., Delphic Oracle, Its Early Hist., Influence and Fall.  
 Elwell, Forest and Shore.  
 Hoyt, E. S., Instantaneous Interest Tables, 1881.  
 Jekyll, G., Old West Surrey.  
 MacDonald, Govt. of Maine, N. Y., 1902.  
 Macdonald's Hist. of France, vol. 3 only.  
 Munsterberg Principles of Art Education.

## A. J. Huston—Continued

- O'Kelly, Waysiders.  
 Pennell, E. and J., Life of Whistler.  
 Price, C. M., Posters, N. Y. 1915.  
 Rose, D. M., Hist. of Scottish Families.  
 Van Gogh, Letters of a Post-Impressionist.  
 White, S. E., Sign of the Six.  
 American City, vols. 1 and 2.  
 Botanical Gazette, Jan., 1897; Index and Title Page to vol. 23.  
 Manual Training Magazine, Nov., 1915.  
 Vanity Fair, vol. 7, Jan. 3 to July 4, 1863.  
**Hyland's Old Book Store, 204 Fourth St., Portland, Ore.**  
 Adventures of a Privateersman, Clark Russell.  
**Illinois Book Exchange, 202 So. Clark St., Chicago**  
 Coke's Commen. Upon Littleton, 1738, folio.  
 Fearn on Remainders, Phila., 1845.  
**G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia**  
 A King in Babylon, Stevenson.  
 Principles of City Land Value, Richard M. Hurd, 5 copies.  
**U. P. James, 127 W. 7th St., Cincinnati, O.**  
 Ford, Rise and Growth of American Political Party System.  
 Michel, Political Parties.  
**J. H. Jansen, Caxton Bldg., Cleveland, O.**  
 International Studio, July to December, 1919.  
**Johnson's Book Store, 391 Main St., Springfield, Mass.**  
 Dave Porter in the South Seas.  
 Dave Porter on Cave Island.  
 Dave Porter at Star Ranch, \$1.25 edition, 2nd hand.  
 Picturesque Hampden.  
 Picturesque Hampshire.  
 Picturesque Franklin, edited by Clifton Johnson.  
**Gus Kasch, Akron, Ohio.**  
 Wackers Manual of the Plan of Chicago.  
**The Kendrick-Bellamy Co., 16th St. at Stout, Denver, Colo.**  
 The Lost Art of Reading, Lee.  
 Essence of Astronomy, Price.  
**Kieser's Book Store, 221 No. 16th St., Omaha, Neb.**  
 Butler, Pigs is Pigs.  
 Belden, The White Chief.  
 Alex. Conkey, The Testing Fire.  
**Kleintelch's Book Store, 1245 Fulton St., Brooklyn, N. Y.**  
 B. F. Washington, Story of the Negro.  
 Harrison, Fighting Spirit of Japan.  
 Euclid, Complete, 3 vols., Cambridge Press.  
**The Korner & Wood Co., 737 Euclid Ave., Cleveland, Ohio**  
 Seven Centuries of Lave, J. H. Pullen, MacMillan.  
 Hurd, Prin. of City Land Value, Record and Guide pub.  
 Reade, Hard Cash, Harper.  
 Moore, Jessamy Bride, ill. ed. if possible, Duffield.  
**Kroch's, 22 No. Michigan Ave., Chicago**  
 Chamberlain, Child and Childhood in Folk Thought.  
 Flatland.  
 Brandes, Main Currents of the 19th Century.  
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 Adami, Principles of Pathology, vol. 1.  
 Moore, Passian Poems.  
 Harvard Classics, 1st edition, large size volume, leather or cloth.  
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 Bullen, Men of the Merchant Service.  
 Mitchel, Francois, illustrated.  
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 Gildemeister & Hoffman, Volatile Oils.  
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 F. S. Lee, Lights and Shadows.  
 Life of Douglas D. Holmes, by his wife.  
 Incidents in N. Y. Life, D. D. Holmes.  
 Pleasures and Palaces, Tompkins, Doubleday.  
 Gibbons' History of Rome, edited by Bury, 7 vols., Mac.  
 The Medici, 2 vols., Young, Dutton.  
 France and the Alliance, Tardieu, Mac.  
 Cruise in the Essex, 2 vols., Adm. David Porter.  
 Few Remarks, Simeon Ford.  
 Coppee's Conquest of Spain, 2 vols.  
 Six Lectures on History Conquest of the Saracens, E. A. Freeman.  
 The Notary of Grand Pre, in the Acadian Land, Rob. McLeod.  
 Course in Pure Mathematics, G. H. Hardy, pub. Putnam.  
 Theory of Determinants or History of Order of Development, 2 vols., Muir.  
 Soul of Things, Benton.  
 The Army of Northern Virginia, Wm. Allan.  
 Four Years With Gen. Lee, Taylor.  
 My Cave Life in Vicksburg.  
 Recollections of a Private Soldier, Wilkinson.  
 Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.  
 Rosary for Lent.

## Michael Leary, 16 Gold St., Lowell, Mass.

Harper's Encyclopedia of American History, vol. 3.  
 Sparks' Life of General Sullivan.  
 Lemcke & Buechner, 32 East 20th St., New York  
 Smet, Life, Letters and Travels of, 1801-1873., ed. by Chittenden & Richardson, 4 vols., cloth.

## The Lewis Book Co., 115 So. Spring St., Los Angeles, Cal.

Allyn, Masonic Ritual, D. & F.  
 Karezza, Stockham.  
 Toast Book, Here's to You.  
 Collier, Prize Stories, American, with The Trawlers.

## Library of Congress, Washington, D. C.

Kendall, Amos, Life of Andrew Jackson, 7 pts., New York, Harper, 1843-44.  
 Stillman, E. B., Past and Present of Greene County, Iowa, Chicago, 1907.

## C. F. Liebeck, 859 E. 63rd St., Chicago

Sabins, Dictionary, Americana, any parts.  
 Gowans, Auction Catalogue.  
 N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.  
 History Nicholas, Scott and Harrison Counties of Kentucky.  
 Atlas, Pendleton Co., Kentucky.  
 Life of John T. Johnson, Rogers.

## Little, Brown &amp; Co., 34 Beacon St., Boston

Parkman's Montcalm & Wolfe, 2 vols., 8 vo edition, pebble cloth, pub. by Little, Brown & Co.  
 Life and Works of Antoine Barye, pub. by Barye Monument Association, New York.  
 Wood Carver of Salem, Cousins & Riley, Little, Brown & Co.  
 Tale of Two Cities, Dickens, library edition, L. B. & Co.

## Login Bros., 1814 W. Harrison St., Chicago

Murphy Clinics, April, 1914; June, Aug. & Oct., 1915.  
 Jackson on Hair.  
 Kelly & Noble, Gynecology, vol. 2.  
 Hall, Adolescence, vol. 1.  
 Practical Med. Series, 1901, 02, 03 & 04.

## Louisville Free Public Library, Louisville, Ky.

Perkins, Agnes, Vocations for the Trained Woman, B. Women's Educational and Industrial Union, last edition.

## Lowdermilk &amp; Co., Washington, D. C.

Dwyer, The Immigrant Builder.  
 Taine, Philosophy of Art.  
 Fitch, Steel Workers.  
 Phillips, Red Saunders' Pets.  
 Bible, translated by Julia E. Smith.  
 Butterworth, In Old New England.

## Lowdermilk &amp; Co.—Continued

Post, The Gilded Chair.  
 Johnson, Stephen A. Douglas.  
 Aesop, Fables, illustrated by Tenniel.  
 Carryl, Davy and the Goblin.  
 Mackay, A Thousand and One Gems of English Poetry.  
 Smyth, Apocalypse of St. John.  
 Arius the Libyan.  
 Enock, Republics of South and Central America.

## Lowman &amp; Hanford Co., Seattle, Wash.

Riders in Many Lands, T. A. Dodge, new copy if can be had.

## Nathaniel McCarthy, 1013 Nicollet Ave., Minneapolis, Minn.

Lisle, Cyclopedia of Accounting.  
 Sloans Napoleon, large 8vo edition.  
 Herschel, Origin of Finger Printing.  
 Herschel, Finger Prints Taken in India.  
 Story of Joseph, illustrated by Williams.  
 Harrison, Temples and Ritual of Aesculapius.  
 Buckrose, Love in a Little Town.  
 McClland & Co., 141 No. High St., Columbus, O.  
 Two New Worlds, Fournier, Longmans.  
 Si Klegg.

## McDevitt-Wilson's, Inc., Hudson Terminal Bldg., New York

Slicer, The Way to Happiness.  
 Mulhall, Dictionary of Statistics, 1899 edition.  
 Harvard Classics.  
 Stilwells, Historical and Genealogical Miscellany, 5 vols.  
 Etes, History of Monmouth.  
 Encyclopedia Britannica.  
 New International Encyclopedia.  
 Book of Knowledge.

## John Jos. McVey, 1229 Arch St., Philadelphia

Marjorie Pickthal Poems.

## Madison Book Store, 61 E. 59th St., New York

Housman, All Fellows and Rue.  
 Potter, Social Lion, House of DeMorley.  
 Grocers Encyclopedia.  
 Daudet, Little Brown, vols. 1, 2, 14, 16.  
 The Yellow Book, vol. 5.  
 Journal of Accounting, 1918 and 1919.

## Harry F. Marks, 116 Nassau St., New York

Blackwoods Magazine, 1857-1858, 4 vols., 1/2 lea.  
 Books on Brewing, not recent.  
 Brantome, Life of Gallant Women.  
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 Child's ook of Knowledge, any ed.  
 Dickens, Gadshill ed.  
 Dickens, limp lea. set, in good condition.  
 Dore's illus. Idylls of King.  
 Dosh, Ganntries of the Court of Louis 14th.  
 Gracian, Art of Worldly Wisdom.  
 Harvard Classics, any ed.  
 History of Dunham County, N. Y.  
 Jewish Encyc., any ed.  
 Moll, On Psychiatry.  
 Sawyer's Firearms in Amer. History.  
 Surtees, set, cheap but in good condition.

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 McClure, Lincoln and Men of War Times.  
 Thiers, French Revol., vol. 5.

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 Virginia illustrated, by Porte Crayon.

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 Confessarius, by Neo Renters.  
 Recent Advances in Physiology.  
 Baron Holbachs System of Nature.  
 McClurg's Western Life.  
 Books by Dr. Walsh, Charles Kickham, John Mitchell, other Irish books.  
 Latest Britannica, at a right price.  
 Newman Hall's Sermons.  
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 Lydston, Diseases of Society.  
**N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.**  
 Renaissance studies in Painting and Poetry, Pater.  
 Meaning of God and Justice and Liberty, Dickinson.  
 Book of the Damned, Boni & Liveright.  
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**New York Medical Book Co., 45 E. 42d St., New York**  
 Reynold & Newell, Practical Obstetrics.  
 Walker, Introduction to Physical Chemistry.  
 Calmette, Venoms.  
 Besson, Practical Bacteriology.  
 Hurd, Suggestions to Hospital Visitors.  
 Behan, Pain.  
 Denison, Climate of the United States.  
 Trans. of the 13th Annual Meeting of the National Tuberculosis Assoc.  
**H. S. Nichols, Inc., 17 E. 33rd St., New York**  
 Abbott, D. P., Behind the Scenes With the Meddiums, 1907.  
 Archbutt & Deeley, Theory of Lubrication.  
 Barlow, Voices.  
 Bennett, Arnold, Book of Carlotta.  
 Brewer, Age of Miracle.  
 Bruce, H. A., The Riddle of Personality, 1908.  
 Butterworth, Hezekiah, Lost in Nicaragua or Among Coffee Farms and Banana Lands, etc.  
 Canon, Pierre, French Dishes for American Tables, D. Appleton & Co., 1886.  
 Carrington, H., Eusapia Palladino and Her Phenomena.  
 Cheney, Ednah Dow, Memoir of Seth Cheney.  
 Cheney, Ednah Dow, Memoir of John Cheney.  
 Chronological History of England, pub. N. Y. Weekly World, 1886.  
 Coburn, Camden M., Egypt and Modern Discovery.  
 Coburn, Camden M., Etchings of Immortality.  
 Collins, Wilkie, Armadale.  
 Dampier's Voyages, ed. by Masefield, 2 vols.  
 De Morgan, William, Joseph Vance.  
 Dicken, John Jaspers Secret, Sequel to Edwin Drood.  
 Doubleday, C. W., Filibuster War in Nicaragua.  
 Douglas, J. J., New England and New France.  
 Dow's History of New Hampshire.  
 Early Eng. Water-color Drawings.  
 East, Alfred, English Sketching Grounds.  
 Farley, F. E., Scandinavian Influence on English Romantic Movement.  
 Fay, Henry, The Alloys of Lead and Tellurium.  
 Fay, Henry, Segregation of Phosphorus in a Piece of Cold Rolled Shafting.  
 Fitzgerald, Mrs. Heart of My Heart.  
 Freeman, S. Austin, The Mystery of 31, New Inn.  
 Gabriel, G., Seven Branched Candlestick.  
 Garnett, Richard, The Twilight of the Gods, N. Y., 1888.  
 History of the 38th Infantry.  
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